A U.S. DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

PERIODICAL
READING ROOM

September 17, 1962

Business Bulletins *from around the world*

ALGERIA—Government prohibits exportation of following (identified by Brussels Nomenclature): 84.23, excavating, leveling, boring, and extracting machinery; 84.24, agricultural and horticultural machinery; 84.25, harvesting and threshing machinery; and 87.01, tractors. Exceptional cases to be considered by Delegue aux Affaires Economiques (Direction du commerce Exterieur), Algiers.

AUSTRALIA—Tariff Board recommends increased duties on technical abrasives under Tariff Item 261 (B) (2) (a), "jumbo rolls." Present most-favored-nation rate of 12½% for such goods from U.S. to be increased to 30% ad valorem, rate now applicable to other abrasive paper and cloths.

Commercial production of petroleum seems more likely prospect with sixth successful test well striking oil in Moonie field, Queensland. Field being developed by 2 American companies —Union Oil Development Corp. and Kern County Land Co.—with Australia Oil and Gas Corp., Ltd.

BURMA—First agreement under recent $9 million West German industrial loan calls for establishment of 4,000-gallon-per-day distillery to produce rectified spirits and by-products and setting up 7 bottling plants in major towns at total cost of about $2.5 million. Burma Pharmaceuticals Industries, Ltd., semi-Government enterprise, and Fritz Werner Co. of West Germany to collaborate in this venture.

COLOMBIA—Bilateral air-agreement negotiations with West Germany concluded in Bogota. Lufthansa once-weekly jet flights from Europe to Bogota, Quito and Lima to begin when formal approval given by German Government, expected soon.

FRANCE—Under maritime cooperation pact, Compagnie Generale Transatlantique and German Hamburg-Amerika Linie (H.A.P.A.G.) agree that each will be able to utilize port facilities of other in France and Germany. Two companies also to acquire capital of third maritime company, Horn-Linie of Hamburg.

GHANA—Once-weekly air service between Accra and Moscow inaugurated end of last month. Flight reportedly to stop at Belgrade, Rabat or Casablanca, and Conakry.

Government has announced that only importers previously registered with Ministry of Finance and Trade will be eligible to apply for import licenses for commercial-size lots in calendar 1963.

GUATEMALA—Congress ratifies Investment Guarantee Agreement with U.S. permitting U.S. investors to insure investments against expropriation and convertibility risks.

INDIA—State Trading Corporation (STC) to supply Canada with 100,000 tons refined sugar in 1963 on basis of average London daily price. STC to utilize half of sales proceeds to import from Canada items like newsprint, woodpulp, and fertilizers; balance to be earned in cash as foreign exchange.

JAPAN—October 1 liberalization of controls for 90% of imports to go through as scheduled, according to Ministry of International Trade and Industry (MITI).

Nagoya trading company has successfully started sale of American automated polishing and buffing machinery. Two firms manufacturing them under license. Toyota Tsusho Company has exclusive sales rights in Japan.

KOREA—American Machine and Foundry International has signed $6.2 million contract with Korean Office of Supply for fully automatic cigarette-making factory (to be completed 1964) and new cigarette-making machinery for modernization of existing Korean Monopoly factories.

LIBYA—Ministry of Labor and Social Affairs and Ministry of Health planning to move from Tripoli to newly created capital city of Baida, which already houses Foreign Affairs, Justice, Defense, Petroleum Affairs, and the Minister of State.

NETHERLANDS—Total 1961 beer sales rose 7% above 1960 level, to 3,801,600 hectoliters. Domestic sales gained 11.4%, while exports fell 5.5% largely due to lower shipments to Ghana, where newly established brewing industry met most of local demand. This decline caused Netherlands to drop from first to second place among world's beer-exporting countries.

K.L.M. (Royal Dutch Airlines) opens new air service between Beirut, and Amsterdam. Route, Amsterdam-Munich-Dubrovnik - Tirana - Brindisi - Beirut, is flown once every 2 weeks.

PHILIPPINES—American and local investors' Trans-Philippine Investment Corporation to buy 2 sugar mills, bag-manufacturing plant, and cement plant, all controlled by Lopez sugar interests. Transaction announced by Checchi & Co., Washington.

PORTUGAL—Country's first modern abrasives factory inaugurated near Lisbon, equipped with automatic German machinery and with technical supervision by Carborundum Co. of Niagara Falls and Manseva of Italy.

Ten permits now granted for motor vehicle assembly in Lisbon; additional 7 applications pending. Major brands represent U.S., German, English, French, Italian, and Swedish firms.

SOUTH AFRICA—$420,000 (300,-000-rand) plastic shoe-last factory, first in Africa, being built by British United Shoe Machinery Co. Product to compete with imports without tariff protection.

TAIWAN—First half of 1962 trade data show striking success of U.S. limited world-wide procurement program. U.S. share of Taiwan's aid-financed imports reached record 92.4%, compared with 64.7% in first half 1961. This raised U.S. share of total $202.5 million imports to 43.4%.

THAILAND—Recent project agreement between German and Thai officials established $11.3 million loan for financing Koeng Koi-Buyai (Korat cut-off) railway project. Loan is first installment of December 1961 $25 million development credit agreement. It is understood credits are to be untied.

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UNITED STATES OF AMERICA

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About the cover

Heavy machinery made in the United States is shown being unloaded at the Volkswagen factory in Wolfsburg, Germany. Many American machine tool and equipment manufacturers are represented on the assembly line of this German company, now producing more than 4,000 vehicles daily for shipment to 130 countries of the free world. U.S. suppliers provide raw material and parts that make this production possible.

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VW IS U.S. EXPORTER

Volkswagen success is story of two-way world trade and resulting mutual benefits

Largest business in West Germany buys machines and parts in this country; exports to entire world; Has 660 dealers here employing over 16,000 workers.

By C. H. HAHN
General Manager, Volkswagen of America, Inc.

During the past 14 years Volkswagen has been buying from an expanding list of American suppliers.

Its purchases in the United States have grown to a point where it has been said at the factory in Wolfsburg, Germany, that there is a part of the United States in every Volkswagen found in the 130 countries where this small car is sold and serviced.

The company is an outstanding example of the mutual benefits to be realized from international trade. Through this kind of trade alone it has become the largest business in West Germany in point of sales and third largest automobile manufacturer in the world.

It achieved this level exclusively by the sale of its single product, the familiar small car. That means that it financed itself from a few crumbling buildings to an investment of more than $500,000,000 in buildings and equipment without the investment of government funds, foreign aid or Marshall plan money or even cash from the sale of stocks and bonds.

Not until last year did it acquire stockholders and then in a few days 1,500,000 of them. It is second only to A. T. & T. in this respect.

It is notable that none of the funds received from the sale of this stock went to Volkswagen. They were paid to the Federal German Republic and the government of Lower Saxony which will use the income from the 20 per cent stock ownership each acquired to finance scientific research and other educational activities.

United States suppliers in 17 states played a vital part in making this phenomenal industrial growth possible. They include producers of coal who supplied 65,000 tons last year to help make steam in the 259,000 kw. electric plant that powers the Wolfsburg factory's 68 miles of moving assembly lines and provides electricity for the entire city.

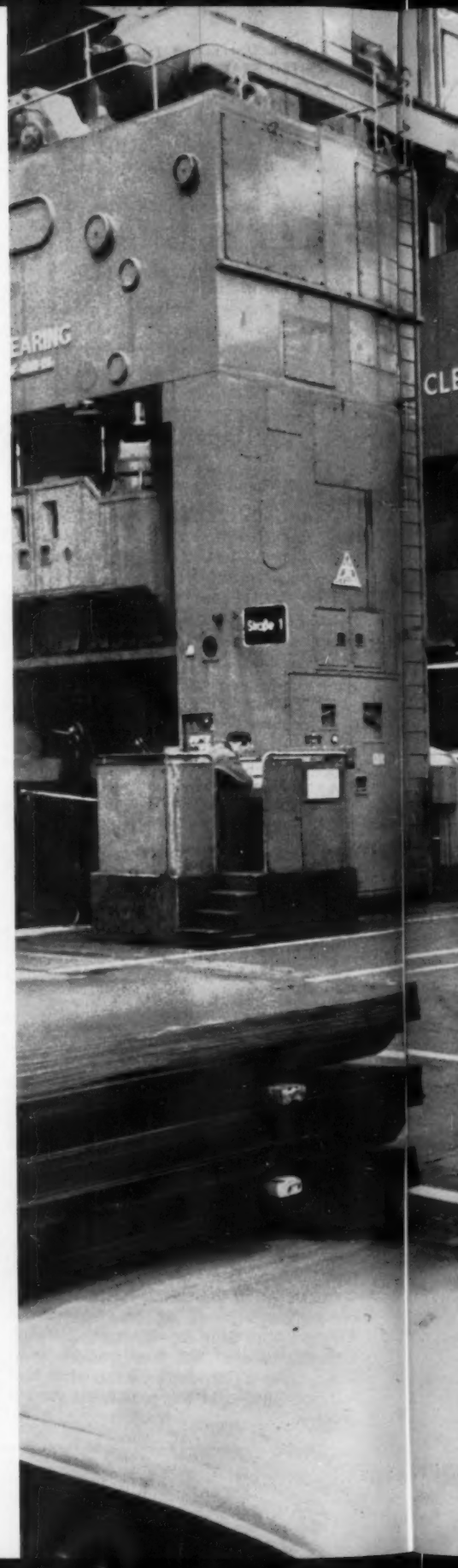
They include American steel makers who regularly supply 3,300 tons of high grade sheet per month for body production. Purchases of this product rose from $5,000,000 in 1960 to $7,400,000 in 1961.

The most distinguished names among heavy industrial machinery producers (such as body presses at $570,000 each) in the United States are to be found on the Wolfsburg production lines. The same may be said about American manufacturers of hobbing, grinding and boring machines.

Volkswagen is the world's largest consumer of magnesium—pouring 26,000-30,000 tons annually—and buys nearly half its requirements from an American supplier.

Volkswagen of America, a wholly-owned subsidiary of the Wolfsburg company, is a substantial buyer of sealed-beam headlights, batteries, spark plugs, tires and other accessories in the United States.

All of this "chain reaction" goes back to 1948 when the present management team under Dr. Heinz Nordhoff's direction assumed responsibility for putting between 10,000 and 12,000 hungry, unemployed Wolfsburg workers into jobs. If they could be put to work making automobiles, there would be jobs. If the cars sold well, there would be more and more jobs.



AMERICAN MACHINE TOOLS: Heavy metal working equipment from the U.S. is a common sight on the assembly line in the factory, in Wolfsburg.

UNLOADING AMERICAN COAL: Ships that bring cars to the U.S. return with holds full of coal and grain.

COMMON SIGHT IN U.S.: By end of 1962 approximately one million Volkswagens will be registered here.

Dr. Nordhoff was an automobile producer, resourceful and dedicated. These qualities were essential ingredients to success, particularly when he was confronted with an empty treasury and no place to turn for money except sale of Volkswagens he would have to make.

Needed U.S. equipment

New equipment was a must. The best with the fastest delivery dates was to be found in the United States. But to buy required dollars. To get dollars meant selling cars in the United States.

Thus, the export-import cycle began. Two Volkswagens were registered in the U. S. in 1949. The number increased steadily. They produced the dollars to pay for the American machinery.

The Volkswagen had been designed to fill what was felt to be a need for a small, economical, durable addition to the automobile market. It was expected to create a market for itself.

It came to the United States as a non-competitive addition to the automobile family. There were no small cars produced here. Its success subsequently sparked production of the American compacts and then the small trucks.

Steadily increasing sales of both Volkswagens and American compacts confirmed the judgment that there was a need for smaller cars throughout the international automobile market areas.

A million cars here

By the end of 1962 there will be approximately one million Volkswagens on American highways though only about one out of five produced is exported to the U. S. Sales of about 230,000 are expected here this year.

Today Volkswagen employs 75,000 workers and despite a high degree of automation is currently adding more. With a labor shortage throughout West Germany, the company has been recruiting men in Italy under the Common Market agreement which permits labor to move freely among member countries. A total of 4,000 Italians is expected to have joined the production lines by the end of this year.

The economic effects in the United States of this growth finds one of its most important manifestations, aside from purchases, in the development of a sales and service organization.

This network consists of 15 distributors and 660 dealers in the 50 states. The cars and trucks they sell are imported by Volkswagen of America which has just moved into its new $3 million headquarters at Englewood Cliffs, New Jersey.

The distributors and dealers are independent American business people who have financed their own facilities in the historic American fashion. They have raised their own capital which now comprises a combined investment in sales and service facilities considerably in excess of $100,000,000.

Employ 16,000 in U.S.

They employ about 16,000 with a weekly payroll of more than $1,000,000 and, incidentally, it is interesting to note in any consideration of the benefits of international trade, that these Americans and their enterprise mean employment for approximately 18,000 men and women in Volkswagen production in Germany.

The Volkswagen factory worker and the American distribution network, together with sales and service operations around the world also contribute their share to ocean commerce. This results from the year-round operation of a fleet of specially designed ships to carry Volkswagen vehicles.

Specially designed ships

Their holds are designed like layers in a candy box and cars are fitted close together, layer upon layer, for a maximum in the bigger ships of 1,250 per ship.

This fleet calls at 16 American ports alone, including Great Lakes ports of entry via the St. Lawrence Seaway, bringing Volkswagens here and returning to Germany with cargoes of coal and grain.

Through these ports have come Volkswagens which have paid duties and excise taxes in excess of $150 million in the past five years.

So, what began only 14 years ago as a virtually emergency procurement program has expanded into an important segment of the American economy which we anticipate will increase as international trade expands.

SHOW FOOD QUALITY

World food executives, plus hundreds of thousands of consumers saw "Pure Food—U.S.A." at the Fifth International Food Congress and Exhibition, just ended at New York's Coliseum.

The exhibit demonstrated how unsurpassed purity and quality of U.S. foods is assured by constant care and vigilance from farm to table.

John E. Orchard new director of U.S. trade fairs

President of Maryland firm has broad executive experience

John E. Orchard, Silver Spring, Md., has been appointed Director of the Office of International Trade Fairs, Luther H. Hodges, Secretary of Commerce, announced last week.

A corporation official of more than twenty years business experience, Orchard has taken a leave of absence from the presidency of the Food Science Company, Washington, D. C.

He brings to the Office of International Trade Fairs corporate experience in the fields of food, electronics, broadcasting, building and aluminum.

Part of the President's Special International Program, the trade fairs program was established to show America's way of life in a free enterprise system. It is an inter-agency program sponsored by the Department of Commerce in cooperation with the United States Information Agency and other federal agencies. An additional program of commercial exhibitions designed to expand the country's export expansion program, is soon to be launched.

Orchard, a graduate of Massachusetts Institute of Technology and the Harvard Law School, has spent the past twenty years in executive management positions. He has been president of the last three corporations with which he was associated.

TRADE MISSIONS ACTIVE

In the 8 years in which U.S. Trade Missions have been sent to overseas nations to discover and build markets for American products, 100 teams of 5 to 7 businessmen each have spent 5 to 6 weeks in a selected country under the auspices of the Commerce Department.

GLOBAL SUGAR QUOTA

The Department of Agriculture has announced the reallocation to Western Hemisphere countries of approximately 323,000 short tons, raw value, of sugar quotas made available by recent deficit determinations.

IRN survey shows U.S. firms depend on foreign personnel for key managerial positions

Lower cost, improved community relations given as two reasons; number of Americans employed overseas rises as U.S. firms increase holdings, need 'know-how'

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The following article is reprinted from the June 1962 Industrial Relations News, a weekly newsletter for the Industrial Relations/Personnel field, 230 West 41 street, New York City.

Tanganyika, Liechtenstein, Mauritania, all had special meaning to the industrial relations/personnel executive if he happened to be a philatelist or travelog fancier. Now, he may be directly involved with employees in these and in other exotic locales. As competition for profits and markets quickens, world expansion of U.S. corporations abroad has been prolific. A recent study by the New York Stock Exchange of its listed companies which operate foreign plants or subsidiaries shows these approximate increases since 1956: More than 150% in Central America; 85% in Europe; 81% in Africa; 66% in Asia; 64% in Australia and the Pacific Islands, and 50% in South America. And with the advent of the Common Market many more Americans are expected to flock overseas. All this activity places an increasing burden on the personnel executive to find qualified manpower for overseas assignments, keep them on the job as long as needed, and ultimately train nationals of foreign countries to assume the responsibilities performed by American expatriates.

An IRN nationwide survey of 40 companies shows the longer a company operates in any land the greater its reliance on foreign personnel for key managerial and technical slots. The goal of employing and training foreign nationals, the survey reports, is based on 3 main premises: Lower cost of supporting local personnel in their own countries than supporting U.S. employees abroad; maladjustment of U.S. nationals abroad; and improved community and customer relations. However, companies feel American know-how in initiating or expanding an overseas operation is necessary.

While there is a clear-cut trend to reduce the ratio of Americans to foreign nationals employed overseas, there will be a greater number of Americans employed as more and more companies set up or expand operations abroad. A spokesman for a drug company says: "Our number of expatriates sent over is increasing and the number of European managers is also increasing. Where the foreign nationals can take over the job, Americans are assigned to other foreign operations." In one instance, a chemical company had to table its program of bringing back to the States its internationally trained cadre of executives. "A rapid program of acquisitions has necessitated our keeping them there," says a personnel executive. A machine tool company with a rigid policy for getting Americans replaced as soon as possible now has seven times as many in overseas operations since 1957. The reason: 600% increase in sales volume.

The assignment facing the personnel executive does not differ substantially whether his company is contemplating overseas activity for the first time or expanding existing foreign operations. In either case, competent employees are needed to man international slots, and a sound compensation effort is a prerequisite to attract and retain such employees.

U. E. Landauer, senior associate for Cresap, McCormick and Paget, N. Y., recommends a "careful analysis of one's own program rather than finding a cure-all from other companies." He points out that every company has unique problems and that a useful technique in one company might not work in another. In addition, he feels very few companies with overseas programs are completely satisfied. "They are looking for better solutions," he adds. A personnel director for a company which is rapidly expanding overseas feels there will be a marked contrast between newly established companies and those with long experience. "It's a tremendous task to set up an operation overseas . . . all the problems of setting up a domestic operation plus the cultural adaptation problems," he says.

Lost company dollars

The cost of maintaining a representative abroad can be staggering. Salary differential, travel allowance, and other benefits all contribute to the expense. Some companies say executive maintenance costs of $50,000 a year per man aren't unusual. Moreover, experts estimate new entrants in the field can expect as much as a 50% washout of those sent abroad. A spokesman for a diversified electronics firm, with many years of overseas experience, says: "Your batting average is fine if 3 out of 4 work out." Respondents to the IRN survey were asked to identify the special qualifications they seek for overseas personnel. Next to technical factors and knowledge of company methods of operation, the factors stressed were: (1) Human characteristics such as emotional stability, initiative, independence, overall personality, and adaptability; (2) Adaptability of man's family to new environment; (3) Prior overseas experience; (4) Cultural link with foreign country such as knowing the language.

Analysis of overseas failures by two long-established overseas companies reveals the reason in most cases was not due to experience or educational deficiencies, but human equation factors such as failure to adjust and lack of self-sufficiency. As companies draw on experience overseas, more specific indices for success and failure may emerge and become helpful tools. Today, however, the final decision is still "pure judgment" on the part of the personnel man, says William H. C. Lehmann, manager of personnel and manpower, International General Electric Co. While he believes thorough testing of potential candidates is important, he cautions, "There is no test devised today to psychologically pick out a man for overseas." Some guides for minimizing poor choices based on comments from companies which have experienced relatively little overseas turnover include:

- Evaluate the entire family unit. One

member of a family can destroy the entire unit. Some companies make it policy to thoroughly interview the wife and any dependent over the age of 14. Experience at one company has led it to set up a point scale giving distinct preference to bachelors, families without children, and employees married to women with overseas backgrounds. Other companies stress a positive approach and either schedule exploratory trips for the man and his wife or lengthy factual orientation.

- Examine the motivation of the man considered. Three main motivators are cited by many companies: More money, accelerated rise in corporate hierarchy, and altruistic adventure. A man should have some degree of "missionary spirit."
- Avoid men emotionally dependent on family or geographical area.
- Evaluate his personal bearing. Is he too aggressive for a particular country? Will his strong adherence to ethics make him turn up his nose at some questionable practices which are accepted in other countries? Will he be swallowed up by native culture and lose company aims? Has he inward strength to withstand overseas occupational hazards such as alcoholism and divorce?
- Give a man a trial run assignment of 3 months to evaluate his full potential.

Compensation

Managements of foreign-based operations are growing increasingly aware of faults in their compensation structure. The trend is "to eliminate the overseas premium," says John S. Walter, now serving with the U.S. International Chamber of Commerce. "Companies with newly established overseas operations are getting along without offering premium pay," he notes. "We don't offer a financial incentive because there is no need for one," says an executive with a diversified manufacturer. He finds the desire to accept overseas assignments so strong that no premium is necessary. "We have experienced no difficulties whatsoever in motivating our expatriates . . . the faster rate of growth makes up for lack of premium pay. Our men have earned a faster rate of increased compensation on their merits," says a spokesman for a food company. "The days of the gravy train are over," says Clinton J. Sammond of Holton, Roche & Sammond, N. Y., consultants. "If there is anything of a trend, I would say that it is in the area of establishing percentage scales based on a more realistic appraisal of the actual conditions in various parts of the world," Sammond notes.

However, premiums are being paid by almost 80% of the companies in the IRN study. Some are considering revisions. The practice of the premium is upheld by Landauer as being a well established one. He finds no indication of any trend to more stringent criteria in its application. "Competition for capable employees demands its continuation . . . the best qualified or most desirable man for a job abroad may not always be the one most interested in an overseas assignment, and a premium payment may be required to attract him," he says. He offers the following considerations for the company just entering the international scene: The relative level of overseas positions to be staffed; sources of candidates for these positions, in or outside the company or country; availability of, and competition for, qualified employees; present living conditions and standards of the individuals; locations to which they are sent; the long-range plans for future expansion and changes in organization or staffing concepts.

Companies admit to scrutinizing existing overseas benefit packages. There appears to be a trend to shortening the home leave for expatriates abroad. This is due to improved air transportation and the fact that lengthy leaves often prove too expensive for both the employee and the company. Also noted is a rigid criterion of reasonability on shipping household goods. And companies are evaluating the justification of shipping automobiles overseas unless there are compelling reasons which outweigh the cost.

COMPANY POLICIES ON OVERSEAS EMPLOYMENT

(Responses of 40 companies to an Industrial Relations News nationwide survey*)

1. What qualities do you look for in choosing Americans for foreign assignments? Technical competence only, 14; personal adaptability, 10; adaptability of family, 9; prior overseas experience, 7; language ability, 6; knowledge of customs, 4; formal study, 2; training ability, 1.
2. Does your company take any steps to make sure your U.S. nationals sent overseas are good will ambassadors for the U.S.A.? *Yes 16* *No 10*
3. Is the training program formal or tailored to the individual? *Formal 5* *Tailored 34*
4. Do you offer any compensation inducement to encourage the acceptance of foreign assignments? *Yes 24* *No 7*
5. Does your company pay moving expenses? *Yes 35* *No 1*
6. Does your company pay for wives' travel while abroad? *Yes 5* *No 26*
7. Does your company pay for dependents' travel while abroad? *Yes 8* *No 23*
8. Does your company maintain full company benefits for employees on assignments abroad? *Yes 31* *No 1*
9. Is there a time limit for duration of assignments of U.S. nationals in other lands? *Yes 8* *No 23*
10. Have you ever sent an industrial relations/personnel executive abroad? *Yes 14* *No 12*

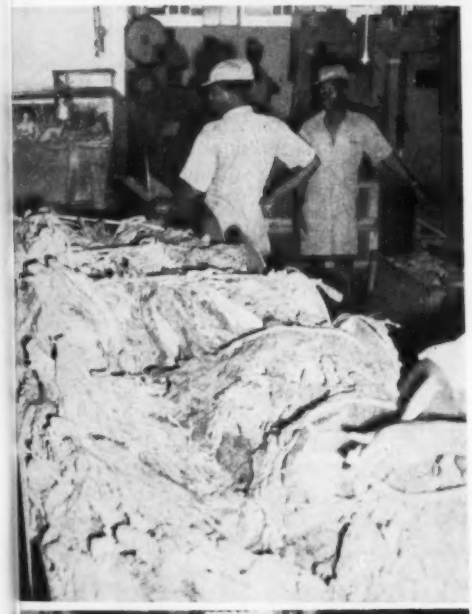
*Some companies did not answer all questions.

Replacing the American

Towards this end, 21 companies in the IRN study have formal training programs for foreign nationals in this country; 9 give them temporary assignments here; and 5 bring over men for short-period corporate orientation. Other companies prefer to do the job overseas. "The most important qualification in a man sent abroad is ability to train others," says a spokesman for a major oil company. Most companies report technical know-how is easy to impart, but orienting the foreign national to corporate ideology is a problem. Companies bringing over foreign nationals to study here feel they reap the following benefits:

- The company can learn the real needs of the country.
- Technically trained foreign employees often shed light on new approaches and methods. The outsider often proves a most severe critic of equipment and policies.
- By integrating foreign nationals in training programs with Americans, our nationals are subject to a new form of competition.
- They learn to fit in with the U.S. way of life, thus making them more familiar with corporate ideology.
- It often enhances their status when they return home.

OPERATION 'PARTNERSHIP': Eastern Nigeria's economic mission headed by Premier M. I. Okpara (left), talked of mutual economic concerns with Secretary of Commerce Hodges as they met on September 6 in his office. On Secretary Hodges' left are J. O. Udoji, chief secretary and head of Eastern Nigeria's Public Service, and Samuel O. Oti, head of Ministry of Finance. G. E. Okeke, minister of economic planning, was a key participant in these discussions but does not appear in this photograph.



Eastern Nigeria's attractions described to U.S. businessmen by Premier on economic mission

Three-state Federation's eastern region called naturally rich, populous gateway to West Africa's resources, markets

A country "wide open" for new products and ripe for many industrial and agricultural projects, from an iron-and-steel complex to enterprises for "the small and medium-sized firm with imagination and drive"—such was the picture of Eastern Nigeria painted by its Premier, Dr. M. I. Okpara, as he began (Sept. 4) a month-long economic mission to the United States. (See itinerary on page 9.)

Seeking a "close partnership" with American business, the 41-year-old Dr. Okpara and his colleagues stressed Eastern Nigeria's governmental stability, natural resources and manpower, and its passion to learn and grow. The mission leaders noted that of the Federation of Nigeria's 3 regions, Eastern Nigeria is the most densely populated and has most of the rich natural resources (oil, coal, iron ore, limestone, natural gas) in "a consumer market that gulps 6 million gallons of beer, buys 4 million pairs of shoes and 3 million square yards of cloth a year," with vast untapped potentialities.

BEEHIVE: Among Eastern Nigeria's thriving industrial and agricultural enterprises are (left) cement, tobacco, and textiles. Many more are sought.

Seeks action

In Washington on the first leg of the U.S. tour, Dr. Okpara observed that American industrialists and traders are currently inconspicuous on the Nigerian scene, with most of the economic activity sparked by British and West European interests. He said Eastern Nigeria was looking towards the beginning of significant U.S. business participation possibly "in the next few months." The U.S. tour is part of a trip which also includes stops in Canada and Mexico.

Particularly welcome, the mission said, would be American investment in: *heavy and chemical industries*—iron and steel, lead and zinc mining and smelting, fer-

Nigeria's foreign trade (Figures represent percentage shares)								
Country	1950-54		1954-59		1960		1961	
	Nigerian imports	Nigerian exports	Nigerian imports	Nigerian exports	Nigerian imports	Nigerian exports	Nigerian imports	Nigerian exports
United Kingdom	51.5	76.0	44.8	59.4	42.3	46.9	38.4	43.9
United States	6.0	12.1	5.7	7.5	5.3	9.4	5.4	11.0
West Germany	6.5	2.2	7.2	5.4	7.0	7.6	7.4	7.6
Netherlands	3.3	3.0	6.2	11.5	5.3	12.6	4.8	12.6
Japan	8.2		11.9		12.9		13.7	
Italy		0.8		4.5	3.3	4.2	3.5	4.7

tilizers, coal chemicals, petrochemicals, automobile and truck assembly, salt and chlor-alkali electrolysis; *other manufacturing industries*—paper mills, distilleries, packaging materials, footwear, textile mills, furniture, produce bags, matches, flour milling, agricultural implements, aluminum holloware, dry cell batteries, bicycle components and assembly, buttons, ball-point pens, brushes and brooms, biscuits, and scores of others.

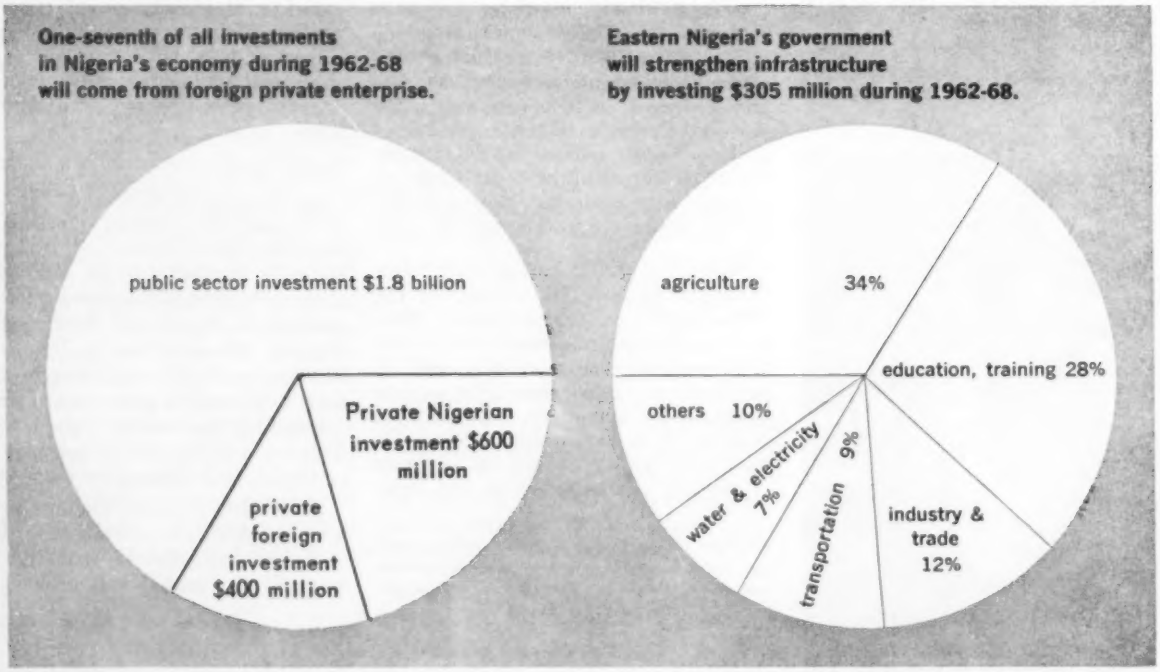
Inducements

Spurning "rigid doctrinaire attitudes which cannot help us in our march to full industrialization," Dr. Okpara's first act upon becoming Premier nearly 3 years ago was to call an economic development conference of Eastern Nigerian business and intellectual leaders, with such conferences held annually since then. Inducements offered to industrialists include tax-free holidays for young industries, freedom for repatriation of capital, and a strong assurance of political stability.

Premier Okpara, a medical doctor who served as health and then production minister before becoming chief executive of his state, has instituted in Eastern Nigeria an aggressive community development program under the slogan, "Government helps those who help themselves." With each community selecting its own public works projects, many roads, bridges, schools, markets, hospitals, maternity centers, libraries and adult education centers have been built.

At the same time, the Premier solicits "without apology" help from abroad, declaring: "We welcome American investment and technical assistance. . . . We hope for a close partnership in the world with the United States and with private enterprise—a partnership that will enable us to become self-supporting and contribute our full share to a peaceful and prosperous world."

Eastern Nigeria is putting sizable public revenues into a 6-year, $300 million regional economic development plan launched as part of what Dr. Okpara calls a "fight for the independence of the stomach." Emphasis is shifting sharply from social services to agriculture, industry and technical training. In this effort, the reorganized Eastern Ni-


One-seventh of all investments in Nigeria's economy during 1962-68 will come from foreign private enterprise.
public sector investment $1.8 billion
Private Nigerian investment $600 million
private foreign investment $400 million
Eastern Nigeria's government will strengthen infrastructure by investing $305 million during 1962-68.
agriculture 34%
education, training 28%
industry & trade 12%
transportation 9%
water & electricity 7%
others 10%

BEER: The Star brewery at Aba is a major producer in Eastern Nigeria's industry, now expanding from a 6-million-gallons-a-year capacity to meet rising demand. Stout-brewing facilities are on the way.

geria Development Corporation is playing a key role.

Among high-priority projects under the U.S. aid program for Nigeria are an iron and steel complex planned for Eastern Nigeria and the Niger Dams project for hydroelectric power, transportation and irrigation. Development of an iron and steel integrated rolling mill in Eastern Nigeria is expected to bring about immediate expansion of industries producing steel for manufacturing—rails, structural steel wire, nails and screws, nuts and bolts, sheet-metal products, construction hardware including window frames, pipes, fittings, wrought iron products, wire mesh, agricultural implements, cutlery, hand tools, and prefabricated buildings.

Textiles, oil, paper, etc.

Also called for are an integrated textile industry involving investments of $8 to $14 million and an oil refinery at Port Harcourt to bring in chemicals, fertilizers and other subsidiary industries. Port Harcourt is, in addition, the site of a $4.5 million rolling mill being built by Aluminium, Ltd.—the first such mill in West Africa.

Further plans call for a paper industry with a $5.6 million capital investment—calculated to attract cardboard and paper container manufacturers; plastics-based industries like household articles, welded raincoats, beads, shoes and building materials; a distillery; a ceramic industry emphasizing sanitary ware; a match-making factory; and a salt industry using natural gas to produce salt from seawater.

Indian Head Mills, preparing to launch a textiles manufacturing enterprise in Eastern Nigeria, is joining a number of other U.S. firms which have found the investment climate to their liking there. These include Chas. Pfizer, Pepsi Cola, Farrell Lines and Mobil Oil. Prominent European firms on the scene include Shell-B. P., Michelin Tyre, Turner & Newell, Lever Bros., and Williams & Williams. German, Israeli and Italian interests are also reported to be increasing their investments in Eastern Nigeria.

Favorable conditions

Among factors which are attracting such foreign capital are Eastern Nigeria's position as a gateway to most of West Africa, its liberal policy of trade incentives, guarantees and pioneer-industry status, its low taxation of foreign investments, and its offer of an opportunity to conduct business under conditions of free, private competition with prospects of reasonable profits and investment returns.

A Business Mission to Nigeria, under the auspices of the Nigerian-American Chamber of Commerce and the Commerce and Industry Association of New York, has been arranged for next November. Participants will, among other things, visit the Nigerian Trade Fair (Oct. 27-Nov. 18) in Lagos—planned as the largest trade fair ever to be held in Africa. Details of the business mission may be obtained from Mr. Gilbert Weinstein, Executive Secretary, Nigerian-American Chamber of Commerce, 99 Church Street, New York 7, N. Y.

Okpara Tour: Second Half

(The first half took him to Washington, Boston, Pittsfield, New York, Knoxville, and Atlanta, including meetings with officials of State, Commerce, and Agriculture Departments, World Bank, International Finance Corporation, Agency for International Development, United Nations, Ford and Rockefeller Foundations, and business groups in each city.)

Tues., Sept. 18, *Houston* (Sheraton-Lincoln Hotel). Visit Shell research facilities and refinery, lunch with petroleum industry officials, 9 A.M.-12 noon.

Wed., Sept. 19. Depart 9 A.M. for Rice Pasture Experimental Station, ***Beaumont (Tex.)***, tour facilities, 11:30 A.M.-12 noon; lunch with Agriculture Department rice experts; arrive 2:30 P.M. Uncle Ben Rice Mill.

Thurs., Sept. 20, *Chicago* (Sheraton-Blackstone Hotel). Armour Research Foundation meeting, Illinois Institute of Technology Center, 3450 South Dearborn, 10 A.M.; address, "Private Investment—Africa's Bridge from the 19th Century to the 21st," Palmer House; Ekco Products Co., 3 P.M.

Fri., Sept. 21. Meetings with ***Chicagoland*** business, civic leaders, 10 A.M.

Sun., Sept. 23, *Lansing (Mich.)* for automotive industry meetings.

Mon., Sept. 24, *Springfield (Ill.)* Abraham Lincoln Hotel luncheon with businessmen, farmers, civic leaders.

Tues., Sept. 25, *San Francisco* (Sheraton-Palace Hotel). Depart 9 A.M. for Shell tropical agricultural plantation, ***Modesto***, arrive 12 noon.

Wed., Sept. 26. Arrive 9 A.M. ***San Jose***, lunch 12 noon with Food Machinery Plant officials, arrive 2 P.M. Menlo Park for Stanford Institute meetings.

Thurs., Sept. 27, *San Francisco*. Meetings with Mayor Christopher (10 A.M.) Bank of America president (11 A.M.), lunch 12 noon Villa Taverna with area businessmen.

Fri., Sept. 28, *Los Angeles* (Sheraton-West Hotel). Meet with Citrus Fruit Growers Association, 10 A.M.

AT CHAD EXHIBIT: A highlight of last August's Chicago fair, sponsored by the Association of Industry and Commerce, was Chad's display of native life and industry, visited by her ambassador, Adam M. Sow.

CAMEROON, EQUATORIAL UNION

Five-state common external tariff action places big burden on U.S. products

Discriminatory treatment applied for first time in area, but extension beyond Dec. 31 hinges on new EEC agreement

By ARNOLD A. WILKEN, Jr.
Africa Division, Office of Regional Economics
Bureau of International Programs

American businessmen will encounter sharply increased difficulty in marketing most products in Cameroon and the 4 states of the Equatorial Customs Union (Central African Republic, Chad, Congo-Brazzaville, and Gabon) as a result of their recent introduction of a Common External Tariff.

The new tariff, which imposes restrictive duties on many important U.S. products, gives preferential treatment to products originating in France and, temporarily at least, to those from other countries of the European Economic Community (EEC).

The main features of the new customs tariff, effective from July 1, are:

The Common External Tariff does not apply to products originating in France or in the 12 member states of the Organization of African States and Malagasy for Economic Cooperation (i.e., all of the franc-zone countries of West and Equatorial Africa, Togo excepted, and Malagasy).

Application of the Common External Tariff to products imported from EEC member countries is suspended until December 31; application is also suspended until the same date on goods imported into West Cameroon (former British Southern Cameroons) directly from the United Kingdom.

The new customs tariff is levied in addition to the fiscal duty and import taxes previously in effect in the 5 states; basis of application is cost, insurance and freight value or, in some cases, values determined in officially established market-price lists.

The Common External Tariff is not applicable to products imported by industrial enterprises receiving fiscal benefits under investment laws in any of the 5 states.

High rates

Duty rates range from 5 to 30%, with the higher rates applying to many major U.S. exports to the area.

A 30% rate, for example, applies to the following: flour and other milling industry products (except malt); manufactured tobacco products; perfumes, cosmetics and toilet preparations; soaps; cotton and cotton fabrics (duty temporarily suspended on printed cotton fabrics); clothing (new); footwear; iron or steel sheets and plates; nails, tacks, nuts and bolts, and hardware, for indoor use, of iron or steel; aluminum and articles thereof; motor vehicles for transport of persons, goods, or materials (duty temporarily suspended on private automobiles with more than one driving axle and on goods-carrying vehicles with a total laden weight of 2½ metric tons or less); and arms and munitions.

The duty on air conditioning equipment and electric refrigerators—very important articles in U.S. trade with the 5 equatorial countries—is 25%.

Wool and artificial or synthetic yarns or fabrics are dutiable at 20%; the rate on tractors is also 20%, but this duty is temporarily suspended.

The duty on milk and dairy products and on pharmaceutical products is 15%.

Products dutiable at 10% include automotive parts and accessories, refrigerators other than electric, refrigerating equipment, sewing machines, and used

the author

before joining the Africa Division about a year ago, worked at the University of Michigan's Survey Research Center, where he co-authored the book, Location Decisions and Industrial Mobility in Michigan, 1961. *A native of California, he served in Japan with the U.S. Air Force in 1956 and 1957, studied economic development at the University of California (Los Angeles) and Far Eastern affairs at the University of Michigan.*

clothing. A 10% rate also applies to petroleum fuels and lubricating products, but the duty is temporarily suspended.

First discrimination

This action of the 5 states marks the introduction of a preferential customs system where none has existed heretofore.

Until now, the 4 states of the Equatorial Customs Union maintained the non-discriminatory customs system which had been established in former French Equatorial Africa and the former Belgian Congo under the Congo Basin Treaties. The provision for equal commercial treatment of goods regardless of country of origin was originally put into effect in the Conventional Basin by the General Act of Berlin of 1885, and this "open door" policy was reaffirmed by the Treaty of St. Germain-en-Laye of 1919, to which the United States was signatory.

Similarly, Cameroon, after independence, extended the non-preferential tariff system of the area as a League of Nations Mandate and as a United Nations Trust Territory.

The U.S. Government has made representation to the 5 African states and is continuing efforts to bring about elimination of the new discriminatory duties.

EEC negotiations

Many observers see a connection between the equatorial states' move and current negotiations for a new Convention of Association for 16 African countries with the EEC (See INTERNATIONAL COMMERCE, July 30, pp. 11-14).

The present association of African states with the Common Market was established under the Rome Treaty of 1957 which formed the EEC; the 16 now-independent African countries were at that time dependent territories of France and Belgium.

The original Convention of Association expires at the end of this year, and the Associated States have a vital interest in securing favorable terms under a new association agreement with the EEC. Principal issues for the African countries are the degree of tariff preference to be granted on Common Market imports from the associated states—especially of tropical raw materials—and the amount of developmental assistance to be provided by the EEC to the associates.

The provision for preferential treatment by the equatorial states to EEC imports only until December 31, would seem to imply that these preferences may not be extended unless a satisfactory association agreement can be arrived at between the African states and the EEC.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

Tariff's future questioned

Some observers doubt that the Common External Tariff will be kept in force because the discriminatory duty system does not appear to operate in the best interests of the 5 African states themselves.

It is clear, for instance, that many important imports will now be purchased from higher-cost producers—a development that should be particularly onerous to countries, such as the equatorial states, undergoing a process of industrialization and economic development. These countries would not always secure the most economical allocation, in real terms, of the limited resources available to them for achievement of their developmental aspirations.

It seems likely that these tariff developments, in introducing discriminatory treatment of goods from various countries, will greatly hamper newly independent African states seeking to diversify the geographic bases of their international trade.

BUSINESSMEN GOING ABROAD

The Department of Commerce will supply information and guidance to American businessmen going abroad, which may be of special assistance in preparing for and carrying out a successful trip. Details are available upon request.

U.S. bans import of 2 textiles from Portugal

Action follows import rise despite pleas for restraint

The Interagency Textile Administrative Committee has requested the Secretary of the Treasury to refuse entry to 2 categories of cotton textiles from Portugal.

The first category is carded ginghams (Category 5), entered for consumption into the U.S. after September 3, and the second is other carded-yarn dyed fabrics (Category 24), exported from Portugal on or after September 4. These actions were taken under the Short Term Arrangement provided for in the International Cotton Textile Agreement of July 21, 1961.

The action in Category 5 follows a U.S. request for restraint to Portugal on July 12, 1962. At that time imports through May were the latest information available and totaled about 2 million square yards or 48% of imports during the base year, ending June 30, 1961.

The level of restraint requested was 4.2 million square yards, approximately the base year level. Imports from Portugal during the months of June, July and part of August have exceeded the requested restraint level.

In Category 24, restraint was originally requested on August 13, 1962 at 1,525,000 square yards, based on imports through June totaling about 1,160,000 square yards, which were 77% of imports during the base year. Imports from Portugal during July and part of August have increased so rapidly that they have exceeded the restraint level and the U.S. Government has invoked the "critical circumstances" clause of the Short Term Arrangement.

U.S. and Canada end 2-day softwood lumber discussion

U.S. and Canadian Government officials have concluded a 2-day discussion on the present and future problems confronting the North American softwood lumber industries at Ottawa, Canada.

They examined forest resources, growth rates, employment and markets, along with other factors currently affecting the respective industries in the 2 countries and the outlook for the future.

Tariff Commission rejects cotton equalization fee

President pledges further attempt to remove inequity of two-price system of cotton costs

The Tariff Commission on September 6 released its report to the President on the results of its investigation No. 22-25 on articles or materials wholly or in part of cotton. This investigation was instituted in response to a request by the President that the Commission make an investigation under section 22 of the Agricultural Adjustment Act, as amended, to determine whether imported articles containing cotton are materially interfering with the programs of the U.S. Department of Agriculture for cotton and cotton products.

The Commission found (Commissioners Schreiber and Sutton dissenting) that imports of articles containing cotton are not materially interfering with the aforementioned programs. The Commission therefore made no recommendation to the President for the imposition of a fee or other restriction on the imports of cotton products. The two dissenting Commissioners recommended the imposition of a fee on imports of certain cotton articles.

STATEMENT OF THE PRESIDENT

On May 2, 1961, I announced a seven-point program designed to meet a wide range of problems facing the textile and apparel industry and its more than 2 million employees. The fourth of these seven measures directed the Department of Agriculture to explore and make recommendations to eliminate or offset the adverse differential in raw cotton costs between domestic and foreign textile producers.

Pursuant to a recommendation of the Secretary of Agriculture, I requested the Tariff Commission to make an immediate investigation under Section 22 of the Agricultural Adjustment Act. The Commission has now made its report.

The Commission rejected the Department's recommendation for an import fee of 8½ cents a pound on the cotton content of textile imports to offset the difference between the cost of raw cotton to foreign mills and that which our mills are required by law to pay.

Thus, the inequity of the two-price system of cotton costs remains as a unique burden upon the American textile industry, for which a solution must be found in the near future.

I am therefore requesting the Department of Agriculture to give immediate attention to the formulation of a domestic program that would eliminate this inequity. I am also instructing all other departments and offices of the Executive Branch to cooperate fully to this end. Such a program will undoubtedly require enabling legislation.

Accordingly, between now and the next session of Congress, representatives of this Administration will confer with appropriate Congressional leaders and with spokesmen for all interested segments of the cotton industry, including various producer organizations and the textile mills. Based upon the results of these conferences and the recommendations of the Department of Agriculture, early in the next session of Congress I shall recommend legislation designed to remove the inequity created by the present two-price cotton system.

STATEMENT

by LUTHER H. HODGES
Secretary of Commerce

The President's statement following the adverse decision of the Tariff Commission on the import equalization fee is gratifying. He has faced up squarely to the inequity of the two-price cotton system by his decision to recommend to the next session of the Congress legislation designed to remove it.

I have always favored ending this unfair discrimination against our domestic mills and have said so publicly many times, but now that the Tariff Commission has declined to recommend the imposition of an offset fee, I am pleased to learn of the President's vigorous forward step to resolve the problem by other means.

Our domestic mills are being severely injured by the penalty of this differential and I am sure that the entire textile industry shares my satisfaction that the President is determined to find an early solution to this inequity.

In accordance with the President's instructions to all Departments and offices of the Executive Branch to cooperate fully in the formulation of a domestic program to eliminate this inequity, I pledge the fullest support of the Department of Commerce to that end.

Need bad examples to improve mail service

World traders may contribute to improvement in overseas airmail services by furnishing specific examples of delays in delivery.

The U.S. Post Office Department, in taking steps to prevent such delays and improve service, finds postal officials of other nations willing to cooperate in assuring prompt dispatch of not only airmail but ordinary mail of all classes. To determine the causes for delays, however, actual specimens are needed.

For inbound mail delayed unreasonably, furnish legibly postmarked envelope with written notation as to date of receipt; for outbound mail, ask your correspondent to indicate arrival date and return the envelope to you.

Examples should be sent to Greever Allan, Director of International Service, Bureau of Transportation, U.S. Post Office Department, Washington 25, D.C.

CIGARETTE PRODUCTION

World cigarette output continued to rise in 1961. The year's production totaled 2,334 billion pieces—99 billion more than in 1960, the Foreign Agricultural Service, USDA reports. Increased production in South America was 10.7%, Asian output gained 9.1%, and Western Europe, 5.4%.

Electrical appliances

A total of 25 American firms will participate in the electrical appliance show inaugurating the new US Trade Center in Frankfurt Germany. Deadline for exhibit applications is Sept. 21. Firms interested in participating should contact the Trade Centers Division, BIBO, Dept. of Commerce, Washington 25, D.C.

Stronger peso reflects Colombia's growing economy; development plan approved

World Bank and OAS endorse plan; seek foreign financing; lagging agricultural sector may hinder plan fulfillment; reduction of prior import deposit requirements began July 1

Colombia's economic outlook continued to improve in July. Stability, progress and confidence characterized most sectors of the economy and the outlook for continued growth and improvement is bright.

The economic highlight for July was the marked improvement in the strength of the Colombian peso. The average selling rate on the free market for the peso during the month stood at 8.53 per dollar, compared with the June average of 8.81 and 8.93 for May. The official certificate rate remained unchanged at 6.7 pesos per dollar.

The Bank of the Republic stated that the appreciation of the peso in the free market was not due to any Government or Central Bank manipulation. It attributed the strengthened position largely to greater confidence in Colombian political and social stability.

Money still tight

The money market remained tight during July and commercial banks were restricted in their ability to grant credit. However, the scheduled reduction in prior import deposit requirements, which took effect on July 1, 1962, is expected to ease the situation as important deposits are gradually unfrozen. Meanwhile, the budget for fiscal 1963 was under preparation for presentation to the Congress.

Total means of payment increased by 134 million pesos during the month after having contracted somewhat over the previous 3 months. Bank of the Republic holdings in gold and foreign exchange dropped to 136 million dollars from the June figure of 153 million dollars. The higher figure for June, however, was primarily due to the granting of a 30 million dollar AID balance of payments credit, whereas July reserves were at approximately the level maintained since February.

10-Year plan approved

A mission from the International Bank for Reconstruction and Development (World Bank) informed the Colombian Government early in July of its favorable appraisal of the Colombian 10-year development program.

This act was heralded as marking the beginning of a new era for the Colombian people. The Government warned, however, that greater efforts will be required on the part of the people, including new taxes. The Bank has suggested that as much as 675 million pesos in new money will be required annually between 1962 and 1965 if the plan's goals are to be achieved.

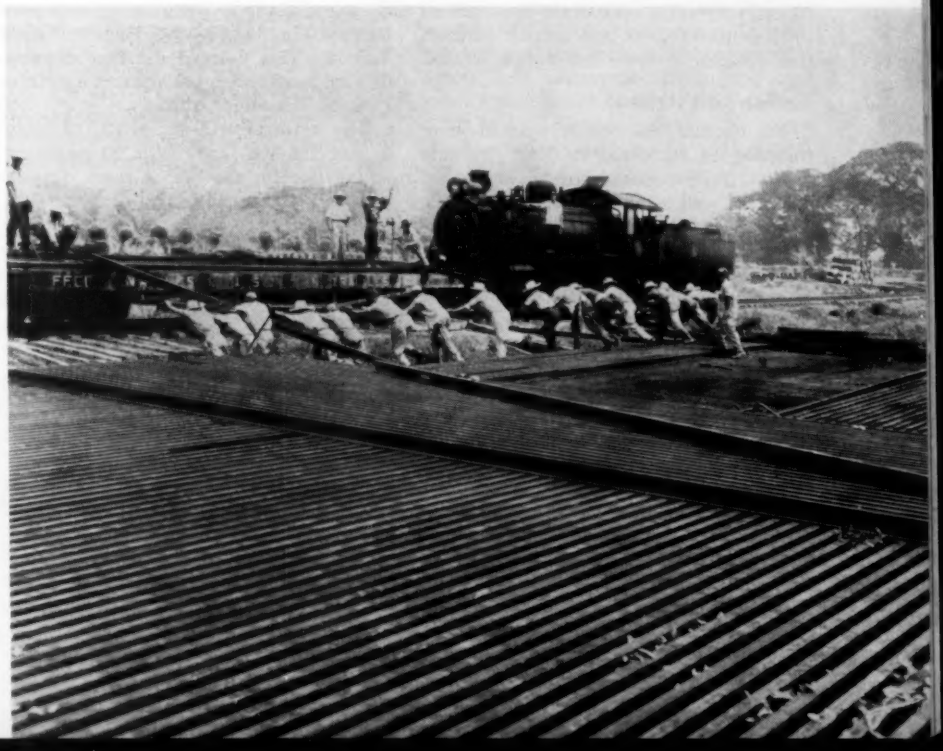
In addition, the Bank estimated that external financial requirements would amount to $200 million annually over the decade. Representatives of 10 nations met in Paris last week at the Bank's invitation, to discuss formation of an "Aid Colombia" Consortium similar to the "Aid India Club" already successfully sponsored by the Bank.

The plan also received the approval of the Ad Hoc Committee of the Organization of American States ("The 9 Wise Men") leaving the way clear for the next step, the formation of the Consultative Group for the financing of the development plan.

The Colombian foreign trade picture improved considerably during July, with import registrations increasing to $37.9 million, reversing the June decline. While export registrations in July were lower than the preceding month, $34.3 million for July and $35.9 million for June, it was the second highest monthly total in 1962 and brought the yearly total to $208.3 million, slightly above the corresponding 1961 total for the first time this year.

Import registration of $255.2 million

EXPANDING RAILROADS: Colombian workmen loading rails for use in constructing the nation's new Atlantic Railroad. Besides giving the interior its first rail link with Atlantic ports, the road is expected to encourage development of Magdalena Valley and increase railroad earnings. (World Bank Photo)



COLOMBIAN DYNAMO: The Guadalupe III Power Plant, a part of the Medellin Power Project, was built with funds obtained through a World Bank loan. The Bank, after reviewing Colombia's proposed 10-year development plan, is taking steps to organize a consortium similar to its "Aid India Club" to help meet the $2 billion foreign exchange requirements for projects called for by the plan. (World Bank Photo)

for the same period continued to be higher than 1961's $244.9 million. Actual imports into Colombia for the first 5 months of 1962 totaled $231.6 million, compared to $167.9 million in actual exports.

In addition to the general restrictions in the form of prior deposit requirements, susbtantial restrictions were placed on imports of wool and certain automotive vehicles destined for public service.

Coffee sales rise

Registrations of coffee export contracts again increased in July, bringing the totals for registrations and *reintegro* value, as well as actual exports, for the first 7 months of 1962 above the corresponding 1961 totals.

A meeting of Colombian and Ecuadorean delegations in Bogota on June 9-14 closed with the signing of 3 agreements and a recommendation designed to implement provisions of the Treaty of Montevideo (Latin American Free Trade Association).

The agreements were a General Agreement on Technical Economic and Industrial Cooperation, an Agreement on Frontier Traffic, and an Agreement to Extend Trade in Agricultural Products. The recommendation was for the Governments of Colombia and Ecuador to proceed immediately into the negotiation of a Treaty of Friendship.

Land reform

The outgoing Administration of President Alberto Lleras Camargo saw one of its major projects initiated on July 29th with the distribution of 80 farms by the Colombian Institute of Agrarian Reform (INCORA) in the Department of Tolima. This marked the first distribution of land under the Agrarian Reform Law of December 1961.

The farmers will be given 15 years to pay for the land, with no payments falling due for the first 2 years. Interest will be 3% for the first 2 years and 4% thereafter.

INCORA also plans to build 2 villages of some 95 homes along with schools and other facilities. Eventually, public utilities will be provided as well as a farm-to-market road connecting the area with the main roads in Tolima.

Agriculture lagging

Colombia's agricultural output, especially foodstuffs, has continued to languish despite the fact that the Colombian potential for agricultural development would appear to be most promising.

The National Association of Industrialists (ANDI) expressed its concern that the agricultural sector would require major modernization efforts if it was to keep pace with the rest of the economy under the goals of the development program. An annual growth rate of 4.1% between 1959 and 1964 would be required if the plan's goals are to be achieved. It is estimated that the agricultural sector actually grew at an average annual rate of only 3.2% between 1952 and 1959.

Decree 1838 of July 13, 1962 fixed minimum daily wages in Colombia at from 7 to 10 pesos (about 84 cents to $1.20) per day. The previous range, in effect since January 1, was from 3.4 to 7.3 pesos per day. Complaints have been made that some small enterprises cannot pay the new minimums and will have to shut down. All wages are also supplemented by fringe benefits which amount to between 33% and 100% of the cash wage.

India announces new quota for cotton stapling imports

In late July India announced an import quota covering 175,000 bales of 400 pounds gross (about 143,000 bales of 500 pounds gross) of cotton stapling 1-1/16 inches and above from any area, to be shipped during January-May 1963.

Import licenses for 25,000 bales will be reserved for allocation to mills under the export promotion plan. The remaining 150,000 bales will be allotted to mills on the basis of their 1960 consumption. This import allocation brings the total quantity of cotton approved during the 1961-62 season for import into India to 1,049,000 400-lb. bales.

CORRECTION

An article in the September 3 issue of International Commerce, on p. 43, referred to a $20 million credit granted to Chile in late July, which was increased by $5 million when the Chase Manhattan Bank joined the arrangement.

The agreement was actually for $25 million, subscribed to by the following 4 U.S. banks: First National City Bank, New York, $7.5 million; Bank of America National Trust and Savings Association, San Francisco, $7.5 million; Manufacturers Hanover Trust Company, New York, $5 million; and, Bankers Trust Company, New York, $5 million. The article failed to mention the Bankers Trust Company.

The Chase Manhattan Bank was not a participant in the loan agreement.

Electronics industry in Hong Kong makes rapid strides; exports rise

Shipments to U.S. increase; opportunity opens up for transistor manufacturing or assembly plant

Hong Kong's electronic industry is young, dynamic, and produces mainly for export—primarily to the U.S. and the United Kingdom. Industry growth in 1961 and early 1962 has been marked.

The industry, so far, is chiefly concerned with the assembly of transistor radios and the manufacture of certain components, the U.S. Embassy reports.

Acording to officially published export statistics, total exports of transistor radios to the U.S., United Kingdom, and other destinations from 1960 on were as follows:

	1960	*1961*	*Jan.-Apr. 1962*
U.S.	475	73,868	163,534
U.K.	2,374	102,150	67,022
Other	1,245	87,405	34,116
Total	4,094*	263,423	264,672

* Radio receivers of all types.

While Hong Kong's share of the U.S. import market for transistor radios is still relatively small, its rapid increase is causing concern among Japanese exporters. On May 26, the Japanese Government suspended export licensing of transistors and diodes to Hong Kong and Okinawa. Hong Kong was thus cut off from its cheapest source of supply.

New plant considered

Local manufacturers are now seeking alternate sources at competitive prices. This has also revived the possibility of establishing a transistor manufacturing or assembly plant.

Domestic factors affecting the growth of Hong Kong's industry are generally favorable. The best available estimates place the Colony's output of transistor radios in excess of 100,000 units a month. Components such as capacitors and I.F. transformers are manufactured locally but transistors and diodes are imported.

In September 1960 only 54 persons were registered as employed in the assembly of transistor radios. As of March 1962, registered employment in Hong Kong's transistor radio plants, other than smaller employers, was 814, predominantly women.

Low taxation, a free port, and Commonwealth preference make Hong Kong commercially attractive to foreign as well as local investors. Lack of technical knowledge is a limiting factor.

The success of the transistor radio industry in Hong Kong thus far suggests that a base has now been established which may lead to the manufacture of other types of electronic products. This, however, will depend largely on the interest of European, United Kingdom, U.S., and Japanese electronics firms with the capital and technology to avail themselves of the suitable economic conditions in Hong Kong.

In this connection, additional U.S. investment in Hong Kong's electronics industry would be welcomed as a step toward the diversification and development of the Colony's manufacturing industry.

Furthermore, U.S. electronics firms might wish to consider the possibility of establishing a foreign source of supply for those electronic products whose high labor content results in less profitable production in the U.S.

Turks drop import duties on some raw materials

The import of industrial raw materials will henceforth be exempt from customs duties, according to a new proposal recently sanctioned by the Turkish Government.

A spokesman for the Ministry of Customs and Monopolies said that "Numerous industrial plants in Turkey are below production capacity due to export difficulties. Standard rates of industrial products in world markets have necessitated implementation of economical facilities to encourage industrial productivity. Hence, industrial raw materials to be imported by these factories shall not be subject to customs duty."

A law has also been drafted to grant extensive, long-term loans to private mining enterprises, and facilities will be established for the export of marble work and mosaics.

CAMBODIAN CENSUS

A preliminary report on the 1962 national census indicates Cambodia's population is 5.7 million.

Nicaragua gets $3 million IDA loan for water system

Credit will finance first part of 20-year expansion program

The International Development Association (IDA) has extended a development credit of $3 million to Nicaragua to help expand and improve the water supply system in the capital city of Managua to meet the needs of its growing population.

At present the regular water supply system draws upon Lake Asososca, a small lake located in the western part of the city. This system still serves only about 40% of the city's built-up area and about half of its 220,000 inhabitants. Water from other sources is often contaminated and health statistics indicate a high incidence of typical water-borne diseases in Managua.

Although in the past 4 years the distribution system has been expanded by 35% and the number of service connections has increased by 26%, growth has not kept pace with requirements. Moreover, the need for repairs involves frequent interruptions of water supply to areas housing nearly one-third of the population.

The IDA credit, its first to Nicaragua, will assist the first stage of a $6 million, 20-year expansion program. The works to be undertaken include new pumping facilities; substantial improvements and extensions of the transmission and distribution systems; new service connections and meters; and improved chlorination and meter repair facilities. A study of the existing and possible supplementary water supply sources will also be undertaken.

The project will be carried out by Empresa Aguadora de Managua, with the assistance of engineering consultants from abroad. All contracts for maior items of equipment and works required for the project will be awarded on the basis of international competitive bidding. Construction of the first stage is scheduled for completion by June 1966.

SINGAPORE CIGARETTE OUTPUT

Singapore's cigarette output during 1961 totaled 4.2 million pounds, or about 24% higher than the 3.4 million pounds produced in 1960. Production of cheroots and cigars totaled 180,000 pounds, compared with 197,000 pounds for 1960.

Argentina enacts import controls, seeks U.S. loans as financial crisis deepens

Economy has deteriorated since military coup following elections; textile, metallurgical industries are hardest hit; labor restive; IMF, U.S. credits fail to strengthen rapidly weakening peso

Argentina has enacted strict import controls and hopes for further international loans to help combat the worsening financial crisis which has deteriorated her economy since the military's post-election coup overthrew President Frondizi last spring.

The Government has taken various steps to make imports more difficult, striving to both reduce pressure on the peso and prevent another heavy foreign trade deficit in the current year. In addition to the 100% prior import deposit requirement of July 2 and April's 20% surcharge levy, the cost of forward exchange was increased by a 50% advance deposit provision. Both measures have been described as transitory.

In May the Government declared that some items would be freed of the 20% surcharge in September, and advised importers to hold off placing orders until that time. The declaration was accompanied by a measure allowing importers to pay duties and surcharges on backlogged goods in customs by monthly quotas of 20%, while obtaining immediate possession of such goods.

Export decree

The Government also attempted to force export proceeds into the market and to increase its revenues by issuing a decree on July 2 requiring exporters to liquidate their exchange proceeds within 5 days of sale or shipment, with all earnings above 110 pesos to the dollar turned over to the Government. The decree proved ineffective as exporters continued to withhold their exchange, and on July 11 the Government suspended the decree.

Exports during the period showed a modest increase over 1961, primarily resulting from the increased sales of wheat, corn, and other cereals.

Following the coup, the nation's tight money situation became extreme and the country passed to a crisis of illiquidity, with credit practically unobtainable. The blow to confidence from the March-April political tensions, which obliged the Central Bank to give up its support of the pegged exchange rate and caused creditors both at home and abroad to retrench, was a major factor.

Costs of imported materials rose as the exchange rate went from 83 to over 120 pesos to the dollar by the end of the quarter. An additional cost factor was the imposition in April of a 20% ad valorem import surcharge, put on both for revenue purposes and to improve the balance of payments.

Retail prices spurted up in April and May, but the June percentage rise in the cost of living was smaller. July's cost of living probably will show a marked boost due to higher rates for State enterprise services.

Illiquidity and lowered purchasing power caused a weakening in domestic sales markets, a decline in industrial output, and a rash of lay-offs and reduced working hours. Labor restlessness mounted and government revenue collections dropped while expenditures surpassed expectations leaving a very large uncovered deficit.

The Treasury was 2 months behind in salary payments to public employees and even longer in arrears with payments to suppliers and contractors.

The Ministry of Economy adopted various emergency domestic measures to cope with the country's financial crisis, including a rediscount program for the private sector and special loan programs for the drought-injured agricultural sector.

As the quarter ended Argentina was beset by a complex of economic, political and social troubles. Gradually the Government was shaping up a plan of action to meet the various challenges. It appeared resolved to abide by the basic guidelines of the Monetary Stabilization and Economic Development Plan adopted at the end of 1958, and was hopeful that it would enjoy the political stability and individual citizen cooperation necessary for successful recuperation efforts.

Financial crisis

A severe general financial crisis, touched off by the March government crisis but also reflecting underlying distortions in the economy, dominated the domestic scene in the second quarter.

When the Central Bank reopened exchange trading on April 4, after a 2-week suspension, it allegedly had to use over $75 million from its already diminished reserves to maintain the rate of 83 pesos to the dollar which had been held for 2 years. On April 9 support operations ceased and the fixed rate was abandoned.

The peso weakened rapidly, with late April rates generally about 100 pesos per dollar, and during May and early June the quotation climbed jerkily to the 110-115 range. As the political and economic perspective failed to improve and speculation mounted and as overseas payment commitments continued to weigh upon the market, the rate rose to 134 per dollar in late June.

This occurred despite the mid-June announcements of International Monetary Fund (IMF) and U.S. Treasury stand-by agreements totalling $150 million, and actual drawings of $50 million from the IMF loan on June 25.

The need to secure relief from debt repayments scheduled in the remainder of 1962 and early 1963 was especially urgent. The most conservative estimates indicate the private and public sector together were due to repay over $400 million in the second quarter alone.

With private capital inflows reduced far below levels of recent years, Argen-

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

tina's exchange availabilities are scarcely adequate to the needs. Official reserves of the Central Bank fell from $390 million (including $100 million in nonconvertible currencies) on March 31 to about $303 million at the end of June despite the IMF drawing, according to unofficial estimates.

Deterioration of the Government's fiscal position came vividly to light during the quarter. The Treasury's statement for the first 8 months of the fiscal year, to June 30, showed new obligations of over 101 billion pesos, though cash receipts did not reach 65 billion. The deficit was partially met by borrowing from Central Bank and social security funds, but more than 11 billion of the deficit was uncovered.

By the end of June public employees were from 1 to 2 months behind in collecting their salaries, and suppliers and contractors held record quantities of recognized but unpaid vouchers against the State.

Bankruptcies set new records in both May and June, as shortage of cash among business firms became critical. Record amounts of commercial credit documents were circulated in lieu of cash payments.

The Minister of Economy announced emergency economic and financial measures in mid-May which were designed to alleviate the illiquidity problem. Tax payers and debtors to the social security funds were given special time-payment privileges, importers were allowed to clear goods in customs by paying 20% of duties in cash and the rest on a 6-month payment plan, and government suppliers were offered negotiable debt certificates.

The main feature of the plan, however, was an emergency rediscount program initially designed to release 6 billion pesos to important industrial firms, allowing them to pay part of their overdue taxes and clear a portion of their debts to suppliers.

Boom goes sour

From an incipient boom in 1961, many industries had fallen into an apparently prolonged recession by the middle of the second quarter of 1962. Numerous firms discovered themselves seriously overextended on accounts receivable and credit obligations at home and abroad, a situation that they had been able to live with while confidence remained solid and sales brisk, but which became critical when confidence faltered and creditors began calling their loans.

The financial crisis and market weakness did not affect all branches of industry, however. Hardest hit were the textile and metallurgical branches. Producers of consumer goods such as textiles, apparel, shoes and household appliances experienced sharp retractions in sales. Tractor and automobile sales dipped markedly, although production dropped to a much lesser extent. The textile and metallurgical unions declared in May and June that 40,000 to 50,000 workers had been laid off in each of these industrial branches, and various factories reduced the working week.

FIRST ARGENTINE CHEVROLET: Argentine workers applaud as the first Chevrolet rolls off the assembly line at the General Motors subsidiary plant near Buenos Aires. Argentina's Government is trying to raise additional foreign funds to help overcome her financial crisis. (Pan American Union Photo)

Wage talks stalemated

Government-promoted talks among labor and management groups on a wage-price truce had come to no conclusive results by mid-July. However, market weakness exerted a natural force in curbing price rises. According to the official index, the cost of living which advanced 3.7% in April and 6.5% in May went up only 2.7% in June.

Workers were distressed at the new upsurge in the cost of living and deeply anxious over threatened large scale unemployment for Argentina. Union leadership was divided regarding the stance to take in the national economic crisis, but was under pressure from the rank and file to do something to better the worker's position. In May the Provisional Committee of the General Confederation of Workers (CGT) adopted an 8-point program of demands on the Government, failing satisfaction of which a 24-hour general strike was called on May 29. The demands ran counter to the Government's emergency financial program, and the general strike drew far less than full worker participation.

Tough unions

The large textile and metallurgical unions were in the forefront of a tough-line union policy. The metallurgical union was especially provocative, demanding among other things the re-employment of laid-off workers. If not acceded to, it threatened to have the workers occupy and run the metallurgical plants themselves. In mid-July the Government issued a sharp warning on this score, citing an old anti-sabotage law providing for imprisonment of from 1 to 25 years in cases of destruction of property, sabotage, vandalism, or similar actions.

Weather conditions during the second quarter were generally unfavorable for agriculture, and pasture lands were seriously hit by the drought.

Agricultural exports were at fairly high levels during the second quarter however, as devaluation and larger grain crops boosted shipments. Exports of most grains during the first half of 1962 exceeded those for the entire year 1961.

The country is now practically sold out of grain, and except for corn little will be available before December. Wheat shipments have been even larger than expected; the year's total will exceed 2

million tons, compared with last year's low level of 1 million tons.

The Government suspended further export sales of wheat and forage grains except corn to protect supplies for millers and for livestock feed in drought areas. The Government also increased price supports for wheat and other small grains.

Increases in the 3 major oilseed crops of flax, sunflower, and peanuts in 1961-62 ranged from 35 to 45% above the previous season and considerably higher than average.

Official trade statistics available through the first quarter showed imports of $344.5 million and exports of $304.9 million, giving a trade deficit of $39.6 million. In comparison with first quarter 1961, exports were up 11.3% and imports 8.3%. Total import volume for 1962 is expected to drop appreciably from 1961's nearly $1.5 billion level, which produced an unfavorable trade balance of $496 million.

LAFTA agreement

The Latin American Free Trade Association (LAFTA), of which Argentina is a member, completed an industrial complementation agreement on business machines and initiated similar negotiations on television tubes.

Crude petroleum production during the first 5 months of 1962 totalled 38.4 million barrels, an increase of about 9% over the similar period of 1961. Production volume was near the self-sufficiency level, although because of factors related to the composition of the oil deposits and the domestic consumption pattern Argentina continued to require some imports of the lighter distillates, while having surpluses of heavier distillates for export.

Withdraws tenders

The Government petroleum monopoly (YPF) announced the cancellation of tenders, for which bids had been opened in February. Current necessities apparently dictated that YPF not enter into new contracts that would increase its obligations at this time. The YPF also announced its desire to renegotiate its contracts with foreign oil companies under conditions more favorable to YPF, and to attempt to pay whenever possible in Argentine rather than foreign currency.

New facilities were added to Argentina's distribution and refining capacity. Esso turned over to YPF the new 600-kilometer pipeline which it had constructed between Challaco (Neuquen Province) and Bahia Blanca on the Atlantic Ocean. Esso also completed the enlargement of its Campana refinery which added 33,000 barrels daily to its previous refining capacity of 42,000.

Shell completed the expansion of its Dock Sud refinery in Buenos Aires, thereby increasing its crude processing capacity from 50,000 to 70,000 barrels daily and adding to its ability to produce the middle distillates, principally gasoil and kerosene.

The economic crisis dimmed immediate prospects for execution of many transportation improvement works and for acquisition of much new equipment recommended in the long-range survey which a World Bank-sponsored international group of consultants submitted to the Minister of Public Works and Services at the end of April.

A Canadian Government proposal to lend Argentina $35 million to cover the purchase of 2,850 freight cars was turned down in June.

Retrenchment in transport development plans was also seen in highway construction, where a freeze order on the awarding of new contracts was issued early in June.

World Bank assigns financial adviser requested by Ghana

Dr. Leon Baranski was pre-war Polish banking leader; has advised several emerging states

In response to a request from the Government of Ghana, the World Bank has sent Dr. Leon Baranski as resident representative to Ghana. He will advise the Government on economic and financial matters and help maintain a close working relationship between the Bank and the Government of Ghana on all subjects of mutual interest.

Dr. Baranski, a member of the Bank's Development Advisory Service, arrived in Accra on August 19. He will be assisted by Dr. Pomma Wignaraja, on loan from the Central Bank of Ceylon.

Dr. Baranski worked with the Polish Finance Ministry (1919-1931) and the Polish Central Bank (1931-1946), of which he was Director General. Since 1950 he has served successively as Managing Director of the Ethiopian Development Bank, Financial Adviser to the Development Planning Board of Indonesia, and Advisor to the Bank of Sudan.

Dr. Wignaraja will work primarily with the National Planning Commission of Ghana, advising upon methods for mobilizing internal and external financial resources for development. Before accepting his present assignment, he was head of the Economic Development Division of the Research Department of the Central Bank of Ceylon. In 1958, he undertook an assignment for the United Nations as Economic Adviser to the National Bank of Libya.

Chrysler factory in Turkey to introduce entire car line

Chrysler International S.A., the overseas wing of the Chrysler Corporation, will set up a vehicle factory in Turkey, the initial production of which will be "several thousand units a year." The American firm will first concentrate on the assembly and sale of commercial vehicles and diesel trucks, and later move into Turkey's expanding auto market.

There are some 63,700 trucks and 24,000 cars in the country. With only one vehicle per every 251 persons, market expansion is unlimited. Eventually Chrysler plans to introduce its entire line, as well as the Simca line, of which Chrysler owns 25%.

The Turkish Government has approved the plant, and Türk Chrysler A.S. will be registered as its official name. It will be built on Turkey's Asiatic shore.

U.S. cigarette exports rise again this year

U.S. exports of cigarettes in the first 6 months of 1962 totaled 12,106 million pieces, up 10.7% from the first half of 1961.

Principal markets in the first 6 months of 1962 included, in volume of imports, Hong Kong, Argentina, France, Uruguay, the Netherlands Antilles, Gibraltar, and Kuwait. Each of these took at least 500 million pieces.

The value of January-June 1962 exports, at $53.3 million, was up 11.7% from the first half of 1961. Average export price this year was $4.40 per 1,000 pieces, compared with $4.36 a year ago.

THAILAND AUTOS

Motor vehicles registration in Thailand at the end of 1961 stood at 154,000, a 15% increase over 1960. More than one-half of the cars are operated in the Bangkok area.

Visitors to U.S. up 18% over first 5 months of 1961

Overseas travel to the U.S. during the first 5 months of 1962 rose nearly 18% over 1961 according to the Department of Commerce's U.S. Travel Service.

From all overseas countries, 203,369 business and pleasure visitors came to the U.S.A. during the January 1-May 30 period, 30,513 more than last year. There were 105,000 from European countries, representing a climb of 19.8%. The USTS has its greatest concentration of offices in Europe, with promotion programs in London, Paris, Frankfurt, and Rome.

In absolute number of visitors, Great Britain was far ahead with over 37,000 during the period, followed by West Germany with 17,000 and France with 12,000.

Biggest percentage increases were in visitors from Finland, who increased 85% over the same period in 1961; France, up 49.7%; Oceania, excluding Australia and New Zealand, 49%; Northwest South America, 43%; Hong Kong, 42.3%; and Iceland, 40.5%.

The U.S. Travel Service was established in the Department of Commerce on June 29, 1961, to promote travel to the U.S. Before that date, the U.S. was the only major country without an official tourist promotion bureau. In addition to its European branches, USTS now has travel promotion offices in Sydney, Tokyo, Bogota, Mexico City and Sao Paulo.

TURKS RESTORE CITY

Edirne, a Turkish city on the Greek and Bulgarian frontiers and ancient capital of the Ottoman Empire, will be spotlighted for touristic development during the current 5-year plan. Although there are already new hotels and motels in Edirne, old buildings will be restored and modern tourist facilities will be constructed.

Edirne is especially important because the Istanbul highway from Greece and Bulgaria passes through the city. Edirne is also renowned for its famed Selimiye Mosque, built by Turkish architect Mimar Sinan.

WORLD MEAT EXPORTS UP

Meat exports from principal exporting countries in 1961 totaled a record of 6.6 billion pounds, 5% more than 1960 and 52% above the 1951-55 average.

Italy's foreign trade, production of electrical equipment make gains

Imports of equipment up 47%; purchases of motors and generators from U.S. increase

Italian production and overseas trade in electrical equipment made varied gains in 1961, the U.S. Consulate General in Milan reports.

Production of electrical equipment rose about 10%—from $367 million in 1960 to $403 million in 1961. Foreign trade was also up as exports totaled $76.7 million for a 12% increase; and imports jumped to $91.6 million for a 47% gain over 1960.

Some Italian industry experts contend that the expansion rate of production is misleading because of the price reductions which have taken place in most of the industry.

Of total production, 28% was for generators and transformers rated over 1,000 kw., high-voltage equipment, cables and insulators. Most production was in industrial equipment—motors, converters, distribution transformers under 1,000 kw., low-voltage equipment and storage batteries.

Wage increases in 1961 were about 13%, compared to 10% in 1960. The electrical trade association announced that these higher labor costs were largely responsible for a claimed unsatisfactory increase in industrial profit margins.

Export increases occurred in such equipment as high- and low-voltage equipment, 17%; insulators, 60%; and storage batteries of all types, 27%. There were smaller exports of motors and generators, and transformers. Principal purchasers of Italian electrical equipment were France, Argentina, West Germany, Yugoslavia, Luxembourg, the Soviet Union and Brazil.

U.S. sales up

Imports rose substantially in 1961. Purchases of generators and motors were up 53% while transformers and high- and low-voltage equipment increased 48 and 52%, respectively.

Sales of equipment to Italy were led by West Germany, followed by the United Kingdom, U.S., and France.

U.S. exports of electric motors to Italy in 1961 amounted to $1,943,332. The greatest proportions were distributed between fractionals rated 1/3 hp. and under, $96,453; and industrial motors rated over 200 hp., $1,180,407.

Italian purchases of U.S. transformers were nominal, only $31,388, while purchases of storage batteries amounted to $293,070. Most storage batteries were the 6- and 12-volt lead-acid type, $268,189. Exports of U.S. lighting fixtures amounted to $91,007 with parts accounting for 87% of the purchases.

Early in 1962, Italian orders for power equipment were above the 1961 average, as were orders from builders for lighting equipment and wiring devices.

Glass production gains in Italy

'61 imports up 14.2%; industry plans additional output

Glass consumption in Italy is expected to rise about 5% annually in the next 5 years. Italy will still require some imports, however, despite currently planned increases in production capacity, according to the U.S. Embassy in Rome.

Export trade is also expected to increase but at a slower rate than imports.

Italian glass imports amounted to $38.6 million in 1961, a 14.2% increase over 1960, while exports increased 8.8% over 1960 to $22.1 million in 1961.

Italian glass production increased 8.5% to 790,000 metric tons in 1961, according to estimates of the Italian Association of Glass Manufacturers. Pressed and blown glass increased about 12% to about 550,000 metric tons in 1961. Cast and plate glass was up about 5% to about 98,000 metric tons. Production of window glass, estimated at 145,000 metric tons in 1961, remained at about the 1960 level. Wholesale prices were stable in 1961 but will go higher in 1962 because of wage increases.

Trade between Italy and the U.S. increased in 1961. Italy maintained a favorable trade balance in glass as imports from the U.S. rose from $1.7 million in 1960 to $2.5 million in 1961, while exports to the U.S. of $6.2 million in 1961 were slightly off from the 1960 figure of $6.9 million.

PANAMANIAN ROAD: A grader improves a road near Panama City. Highway maintenance equipment and steel for the new bridge were financed by a World Bank highway improvement loan. AID loans and officials are implementing Alliance for Progress help for Panama's 5-year development plan. (World Bank Photo)

Panama's economy advancing in all areas; Alliance grant aids 5-year development plan

Yale professor submits report on economy's credit and banking; Canal traffic, Colon Free Zone trade both at record levels; credit remains tight; new methods boost farm output

Panama continued to benefit from high levels of economic activity in the second quarter of 1962. The indications are that income and employment reached new highs in the first half of this year sparked by numerous U.S. aided development projects.

Agriculture, commerce, public and private construction, and industry all contributed to the strengthening of the country's economy, as did increases in wage rates paid to Panamanian employees by the Panama Canal Company.

A major addition to the country's industrial facilities, a $30 million petroleum refinery financed and operated by U.S. private investors, was inaugurated in April 1962.

Substantial progress was made during the quarter in implementing high priority impact projects financed by U.S. Agency for International Development (AID) grants. All but $1.2 million of the U.S. special grant of $9.9 million of supporting assistance to Panama for its 5-year development program was obligated during the first quarter of this year. The $1.2 million, together with an additional $100,000, was obligated in the second quarter, bringing total Alliance for Progress obligations for Panama to $12.5 million for fiscal 1962, including $2.5 million of technical aid.

Among the major physical accomplishments of the Alliance during the quarter were the following:

❶ A terminal market in Panama City for fruits and vegetables was completed and opened in April.

❷ Construction was completed on 3 of the first group of 20 rural community aided schools.

❸ Bid invitations were announced for the first school to be built under the $4.5 million national school construction program.

❹ A contractor was selected for the construction of an integrated health center and contract negotiations were underway by the end of the quarter.

❺ Economic planning and industrial development studies were initiated in a variety of fields by AID consultants.

New external loans authorized for Panama during the second quarter totaled $14.8 million, bringing the total amount during the first half of 1962 to $20.2 million. These sums, together with large amounts remaining to be obligated from previously approved loans, hold promise of a major increase in public investment in economic and social development projects during the coming year.

Professor Robert Triffin of Yale University prepared a report in May, at the invitation of the Panamanian Government, on "Credit Policy and Banking Structure in the Economic Development of Panama." Among his many recommendations, he suggested that Panama take a more active interest in the movement for Central American integration. Professor Triffin concluded that it was not in Panama's interest at this time to establish a central bank and a national currency system.

The Government of Panama is studying Professor Triffin's report and recommendations.

Partial data from unofficial sources indicate an export gain of $8.5 million over the first quarter. The volume of banana shipments increased over the preceding quarter and shrimp exports appear to have reached an all-time record. The first export shipment of shrimp from Chiriqui Province was made in June by the Chiriqui Refrigeration Company, a new enterprise located in Puerto de Pedregal.

Imports since mid-1961 have fluctuated only slightly from a quarterly average of about $33 million. Import demand remains strong and it seems likely that total import values in the second quarter probably reached at least this figure.

The total value of merchandise turnover in the Colon Free Zone reached a new quarterly high of $44.5 million. Imports rose but exports declined. Although the net export balance of $8.8 million was smaller than in the first quarter, it was larger than in any quarter of 1961.

The Mercedes-Benz Company is showing considerable interest in the Colon Free Zone as a possible location for an assembly plant to serve the Latin American area.

Panama has signed a contract to participate in the World's Fair to be held in New York in 1965.

Retail sales slowing

The volume of retail sales was off seasonally in May and June, but the total for the first half of 1962 is believed to have been larger than a year ago. Sales of construction materials also showed an increase over this first half of 1961, reflecting increased private and government construction activities.

A particularly encouraging element in the overall picture was the improved state of business in the Colon area, where the general level of economic activity is estimated to have been about 15% higher than a year ago.

It has been estimated that foreign demand deposits in Panama banks declined slightly between March 31 and June 30, 1962, but this decline was offset by an increase in privately owned domestic demand deposits, so that there was little net change in total privately owned demand deposits.

Banks were still fully loaned and selective for short-term credits. Demand for term money also continued to exceed supply.

In the past, lack of credit has been a limiting factor in agricultural production, particularly in rice. The Institute for Economic Development (IFE), which made no loans for rice growing last year, approved $261,400 in loans to rice growers in the first half of this year and a larger amount is expected to be available during the second half.

After prolonged negotiations between the National Cattlemens' Association and the Panama Canal Company, an agreement was negotiated on May 22, 1962 by which the canal company began buying 10,000 quarts of raw milk per week from Panamanian producers. The milk is delivered to the Canal Company's Mt. Hope plant for processing and bottling.

The program has resulted in an average flow of around $8,000 per month into the Panamanian economy. If this arrangement proves satisfactory during the initial 12-month period, the quantity of milk purchased from Panamanian sources will be approximately doubled during the following year.

Corn, tomato, potato and mango yields are showing encouraging increases. By utilizing recommended cultural practices, corn yields have ranged from 60 to 150% higher than formerly. Tomato production expanded to such an extent that the Nestle Company's plant in Nata could not handle the producers' entire output. Although potato production increased, prices remained favorable to the growers.

The upward trend of traffic through the Panama Canal continued in the second quarter. An all-time high of 11,340 ocean-going vessels transited the Panama Canal during the fiscal year ending June 30, 1962, an increase of 4% over the preceding year.

A new shipping enterprise was formed during the quarter, "Transportes Interoceanos Centroamericanos, S. A. TICA Line," with biweekly runs between New York, Cristobal, Puerto Limon, Puerto Barrios, and Puerto Cortés.

A $3 million social security hospital in Panama City was opened on June 1, 1962. In accordance with the legislation authorizing the hospital, on the date of its opening salary deductions and employers' contributions for social security were increased .5%, making the rate of contributions 4.5% for both employees and employers.

Panama's tourist trade is still subject to pronounced seasonal fluctuations. However, the 2 major tourist centers, Panama City and Colon, had exceptionally good tourist trade

Italy accedes to U.S. request to limit velveteen imports

The Governments of the U.S. and Italy have concluded an agreement limiting imports of Italian cotton velveteen fabrics into the U.S., pursuant to the Geneva Cotton Textile Agreements.

The Italian Government has agreed to restrain exports of this item to 1.5 million square yards during each calendar year from 1962 through 1967. The U.S. agreed to consult with the Italian Government each year, upon the latter's request, to review market conditions in this country and determine if the situation permits excess imports from Italy.

This agreement supersedes a previous arrangement, in effect since 1957, under which Italy has voluntarily controlled its cotton velveteen exports to the U.S.

People who know say

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RIBBON TO THE SEA: A section of the 200-mile Atlantic Highway from Guatemala to Puerto Barrios on the Caribbean, which is hacked out of rugged terrain like this for much of its length. (World Bank Photo)

Political unrest plagues Guatemala, but trade jumps ahead in 1st quarter '62

Heavy rainfall may cut expected record coffee crop; large IDB and Eximbank credits remain unused; value of U.S. imports rises, but market share is steady

The Guatemalan economy experienced a slowdown during the second quarter of 1962. The down-turn was attributable to political unrest, although the lag in statistics prevents a precise evaluation.

Industrial output was off and efforts to use available foreign credits for industrial development were unsuccessful.

Financial difficulties continued to beset the Government. Although expenditures were lower than estimated, low tax collections prevented a balanced budget.

The agricultural sector of the economy is gradually moving toward a diversification in exportable products. Increased cotton and beef exports are characteristic of this change, although coffee and banana exports continue to rank high among Guatemala's exports.

First quarter imports and exports increased compared to the first quarter of 1961, but domestic trade was slow.

Industrial output off

The second quarter slowdown in industrial output was attributed to political unrest. A check of certain manufacturing establishments showed that they were working well below capacity. Efforts to utilize large credits available from the Inter-American Development Bank (IDB) and the Export-Import Bank were relatively unsuccessful despite the alleged need for long term capital for industrial development.

The value of frozen beef exports during the first quarter of 1962 totalled nearly $700,000 compared with $810,000 for the entire calendar year of 1961. The increase was primarily the result of the new packing plant in Escuintla which began production in January.

Standard Fruit Company settled its affairs and completed its withdrawal from Guatemala, after suffering losses of about $2 million as a result of a disastrous banana blowdown in October 1961.

The Government submitted a bill to Congress aimed at reducing the share of the British-owned Tabacalera Nacional from 85% to 50% of the internal market. Strong opposition to this measure appeared in commercial and industrial circles.

Fiscal problems

The major financial problem during the second quarter was the difficult fiscal position of the Government. During May and June Government salaries could be paid only by drawing on future receipts. This was partially the result of low tax collections due to the political situation.

Actual expenditures for fiscal 1962 were estimated at $115 million against an originally anticipated budgetary expenditure of $121 million. However, there still was a reported budgetary deficit of about $8 million for the year.

Congress passed a budget of $106 million for fiscal 1963 in which both revenues and expenditures were expected to be at equilibrium. The reduction in budgetary expenditures was an effort to bring the Government's finances into balance.

The official international reserves of the Bank of Guatemala declined from $55.5 million to $44.1 million during the quarter. A drawing of $3 million was made from the International Monetary Fund (IMF) late in March and another of $2 million early in June under a $15 million standby agreement.

Farm exports varied

Recently the agricultural sector of Guatemala has been characterized by a movement toward diversification in exportable agricultural products. There appears to be a desire to improve the balance of payments by changes in the agricultural sector, as reflected in stepped-up beef exports and substantially increased cotton plantings.

The flowering of the 1962-63 coffee crop was considered very good and current prospects are for a record crop. However, heavy and excessive rainfall during the next few months could diminish the new crop. Rainfall in the Retalhuleu-Coatepeque area through June of this year is reported at 45 inches, compared with an average of 30 inches for this period.

During the 2nd quarter, the coffee market in Guatemala slowly but consistently weakened. Recently, hard beans sold at $32 per hundredweight f.o.b. Guatemala.

As the June 30 expiration date of the U.S. Sugar Act of 1948 approached, considerable attention was focused on the possible provisions of the new Act. Guatemala's sugar industry appeared pleased to receive a quota of 20,000 tons under the new Act.

There is currently a great deal of uncertainty among the sugar industry concerning their future operations based on the quotas in the new Act, which will expire on December 31, 1964. Sugar production for the 1961-62 season was estimated at between 115,000 and 120,000 tons.

The corn shortage was very acute during the second quarter with retail prices reaching a high of $6 per quintal (1 quintal equals 101 pounds). To help alleviate this shortage the U.S. agreed to barter 5,000 tons of raw sugar for 12,500 tons of yellow corn in the period ending June 30. Domestic prices are expected to come down in August when harvesting of the new crop begins.

Foreign trade gains

There was a substantial increase in the value of exports and imports during the first quarter of 1962, the latest period for which data are available. Official trade statistics indicate that exports were valued at $37.9 million, compared with $31.2 million during the comparable period of 1961. Imports were valued at $34.5 million, compared with $29.6 million in 1961.

The rise in exports was accounted for largely by a $6 million increase in coffee exports, reflecting expansion in export volume. Cotton exports were up by $2 million and exports of meat, essential oils, and shrimp also were higher. On the other hand, banana exports fell by $2 million and the sale of manufactured products to Central American common market countries was down.

U.S. imports up

Imports from the U.S. during the first quarter increased from $14.4 million in 1961 to $16.5 million in 1962. However, the U.S. share of the Guatemalan market varied little, and was 47.8% of the total.

Domestic trading activity was generally reported to be down owing to political unrest. Some factories reported excessive inventories and reduction in employment and output. Merchants in Guatemala City were especially affected by early hour curfews and disturbances in the main shopping districts.

Activity designed to strengthen the legal and technical bases of the Central American Common Market continued at a rapid pace. Work on the equalization of customs duties, and a general law on fiscal incentives for industrial development was almost completed and should be sent to the member governments shortly for their consideration.

A Mexico City meeting was held in May to explore further the possibilities of establishing a Central American system for the storage, distribution and marketing of basic agricultural products such as corn, beans, and rice.

Report drop of electric motor export totals

Quarterly report shows increase in small motor sales of U.S.

U.S. exports of electric motors during the first quarter of 1962 were valued at $9,400,783 as compared to $10,666,554 for the corresponding period of 1961. The relative decline of total motor exports was accompanied by gains in the export of fractional motors rated over one-third but under one horsepower, and parts and accessories.

Fractionals rated one-third horsepower and under totaled $2,109,397 during the first three months of 1962 down from $2,218,635 in 1961. Canada constituted the primary market during the first quarter with purchases amounting to $852,663 or 40 percent of total U.S. exports. The European market area accounted for 34 percent of total purchases with the United Kingdom and West Germany taking $265,991 and $126,599 respectively. Exports to Japan amounted to $147,148 during the quarter.

The export of other fractionals rated over one-third but under one horsepower recorded a 49 percent increase over the same period of 1961 as sales rose from $338,607 to $505,682. The European market accounted for approximately 36 percent of total purchases with Spanish purchases totaling $105,051. Canada remained the primary consuming nation with purchases valued at $136,501.

Integral horsepower motors rated 1 to and including 20 horsepower registered sales totaling $1,256,643 or an approximate decline of 27 percent from 1961. This decline can be attributed to a sharp drop in Brazilian purchases from $690,244 to $32,127. Canada is the principal market this year for these motors with purchases totaling $374,311.

Heavy motors down

Exports rated over 20 up to and including 200 horsepower amounted to $1,285,112 or 23 percent less than the first quarter of 1961. The decline was induced by a sharp drop in Brazilian purchases from $478,678 to $180,337. Brazil, however, remained the principal market area for these motors.

The large industrial motors rated over 200 horsepower registered the greatest relative decline as exports dropped from $2,905,849 in 1961 to $1,743,881 during the first quarter of 1962.

Motor parts and accessories registered a 40 percent increase as sales climbed from $1,791,964 to $2,500,068. Canada, Brazil and Argentina were the principal consumers with purchases of $722,153, $428,883 and $306,154 respectively.

July exports fall below June, but remain ahead of 1961

Total U.S. seasonally-adjusted exports of $1,718 million for July fell 8% below June levels, but were still running $50 million ahead of July, 1961.

Excluding military assistance and grant-aid shipments, the unadjusted export total amounted to only $1,621.5 million, a 14% drop since June, according to the Census Bureau. However, this figure was also more than $63 million ahead of last year's July totals.

Total unadjusted exports also fell off 13% from June levels, but once again were running some $72 million ahead of July 1961.

For the first 7 months of 1962, U.S. merchandise exports were running at an annual rate of $21,069 million, about 6% ahead of last year's rate of $19,872 million. Both figures exclude military assistance and grant-aid shipments. Exports for the 3-month period from May through July were also running 1% higher than the February through April pace.

There were decreases in exports of all 11 major commodity groupings, highlighted by reduced sales of machinery and vehicles; vegetable food products and beverages; inedible vegetable products, except fibers and wood; metals and manufactures; and chemicals and related products.

HONDURAN OUTLINE: During the second quarter, Honduras announced that it would ratify the Central American Agreement on the Equalization of Import Charges and the Protocol to that agreement, opening the way for full participation with her neighboring states in the Central American Common Market. Work also continued on several small industrial plants throughout the country and a 17-kilometer extension of the National Railway from its present terminal at Higuerito. Paving of the $3.4 million Cortes-Buffalo highway was completed, and the Santa Rosa-Chamelcon Highway neared completion.

Honduran imports outstrip consumer demand; accord on Common Market ratified

Standard Fruit has big rise in banana output; cotton crop triples 1961 showing; coffee up 20%

Although Honduran preliminary foreign trade data were available only for the first quarter, it appeared from mid-year customs receipts that imports were continuing to exceed consumer demand. Although retail sales volume was relatively high during the second quarter, merchants' stocks, particularly of non-durable items, continued to increase.

Dealers were adding to stocks in anticipation of higher tariffs under the Central American Common Market protocols.

Preliminary foreign results showed exports up $200,000 to $19.1 million, and imports at $19 million, up $2.1 million.

Banana exports of the United Fruit Company were down to about 3.5 million stems for the first 6 months, compared with last year's unusually high figure of 5.8 million stems. The 40% drop was due to the blowdown in late 1961 and the loss of 4,000 acres to Panama disease during the past year.

United's total production for 1962 is now estimated at 6.5 million stems or 24% less than 1961's 8.5 million stems.

During the quarter the company began its extensive new planting program, which is expected to give immediate employment to 1,200 workers. The schedule calls for 5,600 acres of the disease-resistant Valley strain to be planted this year, followed by larger plantings during the next 4 years.

The Standard Fruit Company had exported 3.6 million boxes by May 18, an increase of nearly 20% over the 3.1 million boxes shipped during the corresponding period of 1961.

The major portion of the bumper 1961-62 coffee crop has now been marketed. Exports by mid-year were estimated at 220,000 bags with at least another 50,000 bags slated for shipment in coming months. Although prices have been off 3 to 4 cents per pound, the 20% increase in volume over last year's 217,000 bags will increase the total export value and help offset the expected drop in banana sales.

At the International Coffee Agreement negotiations held in New York during August, the Honduran delegation requested a larger quota because the country is experiencing a steady increase in yields. As modern agricul-

tural methods are accepted by the small producer, Honduran production will rise considerably, even without an increase in acreage under production.

The harvest and marketing of the 1961-62 cotton crop is now completed with a 200% increase over the previous crop. A total of 16,736 bales was produced, compared with 5,201 last year. Of this year's production, 1,200 bales were purchased by the Rio Lindo textile plant and the remainder was exported. Value of the crop was placed at approximately $2.28 million, with cotton seed estimated at $400,000.

In the Department of Copan, experimental plantings of Havana-type wrapper leaf tobacco are being expanded considerably after last year's successful pilot plantings. Honduran producers, working with U.S. tobacco interests and displaced Cuban technicians, report the production of a high grade leaf which they hope to market in the Tampa area. If this year's crop is equally promising, tobacco could assume a strong position among Honduran exports. Tobacco is presently an important cash crop but to date has been grown primarily for internal consumption.

Common Market duties

During the quarter, the Ministers of Foreign Affairs and of Economy and Finance announced that on August 16 the Honduran Government would deposit with the Secretariat of the Organization of Central American States in San Salvador its ratifications of the Central American Agreement on the Equalization of Import Charges and the Protocol to that Agreement.

New duties entered into effect on merchandise shipped from the U.S. after midnight of August 15. Honduran consular officers will continue to collect the consular fee of 8% on articles included in these agreements, but the fee will be deducted from the import charges paid on the merchandise.

Products included in List A of the Agreement and Protocol will be subjected immediately to the new import charges. Due to Honduran delay in ratifying the instruments, products included in List B of the Agreement and Protocol, subject to a progressive schedule of increased duties over a period of 5 years, will immediately be subject to duties corresponding to the second year of the respective schedules.

Duties corresponding to the third and subsequent years of the Agreement will go into effect on September 29 of 1962, 1963 and 1964. Those corresponding to the third year and successive years of the Protocol will be effective as of June 4, 1963, 1964, and 1965.

The 744 items of merchandise imported during 1960, which were valued at $18 million, listed in the Agreement and Protocol, represent only a little over 25% of total Honduran imports for that year. Of these items 268 (42.5% by value) will be subjected to increased duties and 234 (24.5% by value) to reduced charges. 12 products will not be affected. There are 230 items on which it has not been possible to calculate whether the new duties represent an increase or decrease, inasmuch as they have not been separately classified by Honduras.

Government receipts rise

During the quarter, the money supply continued to expand, reflecting mainly the seasonal rise in foreign exchange reserves. At the end of May currency in circulation and checking deposits totalled $35.7 million (71.4 million lempiras) compared with $33.7 million (67.3 million lempiras) at the same time in 1961.

Bank credit amounted to $34.2 million, down somewhat since the beginning of the year but about 5% greater than loans outstanding in May of 1961. Net Central Bank credit to the government totalled $5.4 million, well within the limits imposed by the International Monetary Fund (IMF).

Bank deposits were also up about 10% from last year, and excess reserves in the banking system, calculated at about $2 million (4 million lempiras) showed little change from May 1961.

Despite unusually large imports, net foreign exchange reserves registered the usual seasonal increase. Reserves, including contributions to international organizations, stood at $12.7 million in May, only slightly under last year's May holdings of $13 million. During the quarter Honduras renewed its $7.5 million Standby Agreement with the IMF for another year.

Receipts of the Central Government, excluding borrowings, amounted to $20.4 million (40.8 million lempiras) during the first 6 months of the year, about 5% more than collections made during the comparable period of last year. The revenue increase resulted primarily from heavy imports and a consequent rise in customs collections.

Cardboard box plant

A Standard Fruit subsidiary, Manufacturas de Carton, S.A., began construction of a cardboard box plant at La Ceiba. The firm has been classified under the Industrial Development Law as a "basic new industry." It is expected that the plant will supply the needs of the Standard Fruit Company, which now exports bananas entirely in boxes (8 million in 1961) as well as other box users in Honduras. Production is scheduled to begin in about a year. The completed plant will represent an investment of $1.5 million.

During the quarter, Honduras' only cement plant, Cementos de Honduras,

SMALL INDUSTRIES GROW: An American-make automobile sits in front of the Quimicas Dinant shoe polish plant in Honduras. The plant, which was begun in May, will also produce detergents and sodium sulphonate when it is completed later this year. Total cost of the project is estimated at $100,000.

launched an expansion program. A contract was signed for construction of a plant to manufacture corrugated and non-corrugated asbestos cement sheets for roofing. The new unit, which is expected to cost about $200,000, will have a daily capacity of 24 tons, and will be completed in about 12 months. The company is also planning to double its cement output currently running at about 150 tons daily, and will attempt to borrow about $1.5 million from an international lending institution for this purpose.

Work began in May on the building to be occupied by the Quimicas Dinant plant which will manufacture shoe polish, detergents and sodium sulphonate. The structure, which should be finished by the end of the year, will cost about $100,000.

Paving of the $3.4 million Puerto Cortes-Bufalo highway was completed in late May. Construction of the Santo Rosa-Chamelcon Highway was about finished, with completion expected before the end of the third quarter. The South Road, linking Tegucigalpa with the Inter-American Highway, is also expected to be completed in the coming quarter.

During the quarter construction was begun on a 17-kilometer extension of the National Railway from the present terminal at Higuerito to Rio Lindo. The entire cost of the $250,000 project will be met from receipts of the Autonomous National Railways, which runs a small but profitable freight and passenger service through the Sula Valley to Puerto Cortes.

The Honduran Congress on June 1 approved the contract for expansion of the telephone system, which the government recently signed with the OKI Electric Industry of Japan. The Japanese company is required by the contract to complete all work within 18 months at a cost, including financing, of $4.8 million.

CAMBODIAN CIGARETTES

Cigarette output in Cambodia reportedly totaled 2.22 billion pieces during 1961. Production last year was about 75% greater than the 1.27 billion produced in 1960.

VIETNAMESE VEHICLES

The number of passenger vehicles in operation in South Viet-Nam increased from 37,647 to 39,822 between 1960 and 1961.

Uruguay's agriculture helps offset industrial slowdown; U.S. still leading supplier

Much of scarce credit spent on high-priced luxuries; Soviets become fifth-largest buyer of Uruguayan goods; agriculture and railroad modernization underway

A slowdown in industry, but good wool and beef exports highlighted Uruguay's economy in the first half of 1962, and the country is seeking foreign funds to finance an agricultural improvement program which promises even greater future productivity.

The U.S. continued to be the primary source of supply, with Uruguay importing $18.3 million in U.S. products. West Germany and Great Britain followed as principal suppliers, selling $14.2 million and $10.3 million respectively to Uruguay.

Uruguay's exports went to its traditional customers, except for the addition of Russia in fifth place. The United Kingdom was the leading purchaser with $15.8 million, followed by the U.S. with $12 million, Holland with $10.2 million, West Germany with $9.5 million, and the USSR with $8 million.

The most significant feature of the balance of payments was increased consumer goods imports, especially of luxuries such as leather goods, television sets, radios, motion picture equipment, optical and surgical supplies, automotive equipment, jewelry, watches, drugs, chemicals, books, and office supplies. This trend resulted in an unfavorable trade balance of $10.8 million for the first 6 months of 1962, compared with a trade surplus of $40.1 million for the first half of 1961. Comparing the 2 periods, exports fell by $19.6 million in 1962 and imports increased by $29.3 million. Capital inflow from other Latin American countries, however, served to offset the deficit, so that the overall reserve position worsened by less than $1 million for the period.

The further decline in industrial activity saw the construction, metallurgical, and textile industries continuing to operate at about 50% of capacity.

The construction recession began in the second quarter of 1961 when the market for luxury apartments became saturated. There is still a need for low-cost housing and Uruguay has loan requests pending before several lending agencies for a housing program of this sort. If loans are obtained, some short-run improvement can be expected in the construction industry and, because of its importance, in the economy in general.

Since the construction industry is the primary source of demand for the metallurgical industries, an increase in metallurgical activity may be expected to follow any construction increase. A strike which crippled metallurgy from March 5 to May 22 resulted in a 41% wage increase.

The textile industry's work week dropped to between 20 and 30 hours. One of the problems especially affecting textiles was the shift of consumer demand from shirts and suits to television sets and automobiles.

Although the slaughtering season was deferred from December until March because of labor difficulties, the meat industry had a favorable year. Prices on the Smithfield market were good, and this factor, combined with shipments of about 6,300 tons of beef to the Soviet Union, kept slaughterhouses operating at near capacity.

In the latter part of the second quarter, a drought affecting two-thirds of the country forced the slaughtering of poor cattle suitable only for canning. This canned beef has not moved well into export channels.

Uruguay's industrial capacity will be increased as the result of a $4.6 million loan to ANCAP, the government fuel, alcohol, and cement agency, by the Inter-American Development Bank (IDB), for expansion of the petroleum refining installation at La Teja and the Portland cement plant in Lavalleja.

On the export side, the largest part of the difference was in wool. In the first half of 1962, $50.7 million worth of wool

and wool tops were exported, whereas in the similar period of 1961, the value of these exports reached $74 million.

The high 1961 figure resulted from the release of 1960 and 1961 wool stocks in response to an increase in the peso price of wool, so 1962 may still be considered a good period for wool exports. Only a small amount of wool was on hand at the end of June.

Soviets active

Another factor was the participation of the Soviet Union in Uruguay's export market. The Soviets agreed to buy 15,000 tons of beef at $375 per ton and 5,000 tons of mutton at $248 per ton, in exchange for an Uruguayan commitment to purchase 70% of the total value in Russian goods. By the end of June, approximately 6,300 tons of beef had been shipped, valued at $2.4 million. The Soviet Union also began to buy Uruguayan wool for the first time since 1959.

Imports increased by $31.3 million over last year, chiefly because the price level reached a point at which imports were increasingly able to compete with domestic manufactures, and demand shifted from domestically manufactured basics to luxury imports. The total import value of automobiles and automotive parts, trucks, and truck and bus chassis increased from $4.1 million to $6.5 million. The value of imports of TV and radio sets and parts increased from $1 to $1.9 million, and $1.2 million worth of TV picture tubes were imported.

Credit tight

Credit continued tight and interest rates high, with much of available credit channeled into the import of high-cost luxuries. Thus borrowing was made even more difficult for productive enterprise.

A currency shortage existed until April 25, when a new law became effective which revalued the gold stock of the Bank of the Republic for purposes of currency backing. Gold had been valued at 6.5 pesos per $1 for currency backing purposes, the value established by the Exchange Reform Law of December 17, 1959. The revaluation retained the "gold content" of the peso, but allows 1.6 pesos of currency to be issued for every peso of gold, making it possible for the Bank to add up to 700 million pesos to the currency supply.

The free market rate of the peso remained steady at 10.98 to $1, which the Bank of the Republic has been able to maintain since August 1961. The gold and foreign exchange position had worsened by approximately $1 million through June of this year, but unless there is a major shift in the balance of payments it should remain adequate to support the present rate.

Budget figures for 1961 showed a deficit of 169 million pesos in the public sector. This was approximately 4% of total public sector expenditures, and was more than compensated by surpluses in other government accounts.

Despite the high incidence of unemployed resources in the economy, prices continued to rise. The treasury index, which measures the cost of living of lower-income families, rose 5% over the first 6 months, and the index registering living costs of middle-income families went up 10%. In both cases, the increases were roughly comparable to those of 1961 and indicate that the inflationary rate of the period before the Exchange Reform Act of December 1959 has been effectively reduced.

Rising Wages

Wage increases were frequent and large. During the period meatworkers received a 32% wage increase and metal workers a 41% increase, both of which followed long strikes. Others receiving wage increases were: pharmaceutical workers, 20%; tanning workers, almost 21%; millers, 25%; service station attendants, 68%; shoe workers, over 25%; and chemical workers 9.9%. There was no indication of wages being reduced in response to unemployment.

A team composed of experts from the United Nations Economic Commission for Latin America, the Organization of American States (OAS), and the Inter-American Development Bank (IDB) began working with Uruguay's planning group in preparing a 10-year economic development plan. At present, the group is concentrating on sector studies necessary for a complete diagnosis of the economy, which will indicate the means of bringing about self-sustaining economic growth.

Although the planned May census was postponed, there has been some alleviation of the lack of economic and social statistics which has made analysis of the Uruguayan economy so difficult. The Bank of the Republic expects to publish national income account figures for 1957-1961 by the end of this year.

The State Mortgage Bank (Banco Hipotecario) prepared a national housing plan and requested financial assistance from several international institutions. Housing for lower-income groups received considerable emphasis in the plan.

Uruguay's newest and largest tanker arrived on May 17 from Japan, where it had been built. The 17,920-ton vessel has a tank capacity of 36,000 cubic meters and will be operated by ANCAP, the Government fuel agency. This ship almost doubles the country's tanker capacity and promises to result in a considerable foreign exchange saving.

Modernizing railroads

In an effort to modernize its railway system, Uruguay's Railroad Administration purchased 25 diesel locomotives from a French firm, 14 diesel switch locomotives from 2 Japanese firms, and 150 steel freight cars from 3 Brazilian firms.

A third television station opened in Montevideo.

Uruguayan agriculture suffered hail and drought in the first half of 1962, but there was progress in the direction of long-run improvement in agricultural productivity.

The Legislature passed an Agricultural Investment Program for 1962 which made available 30 million pesos to subsidize fertilizer, 18.5 million pesos to combat animal disease, and 20 million pesos to cover local costs of the Livestock Improvement Program.

The latter program involves a $7 million loan from the International Bank for Reconstruction and Development (IBRD-World Bank) and the use of Food and Agricultural Organization (FAO) and other experts to improve pastures. Uruguay produces high quality beef, but in the past has depended completely on the use of permanent pastures, most of which need improvement.

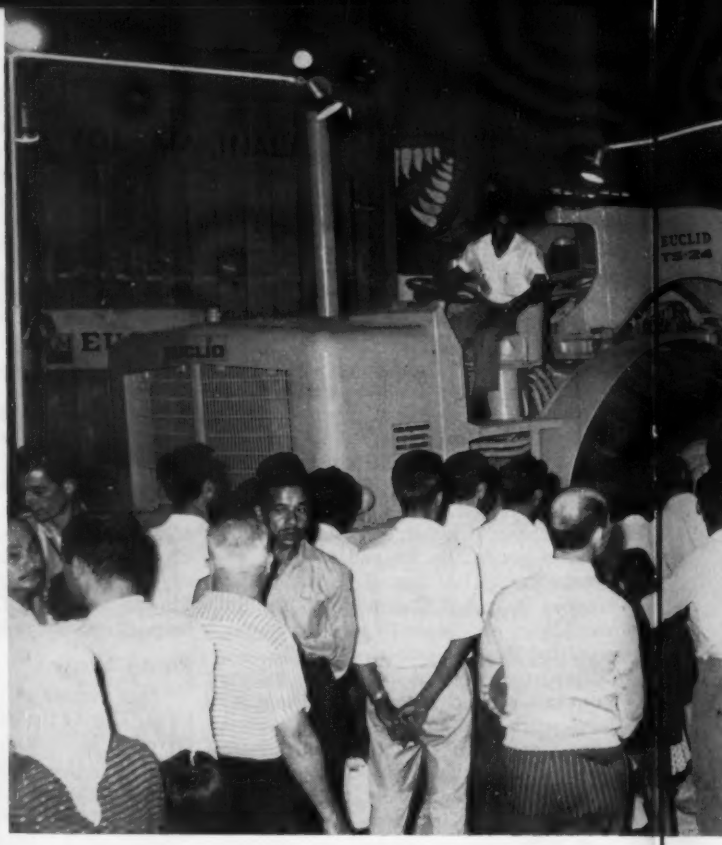
A Conference in Montevideo on Foot and Mouth Disease was attended by representatives of Argentina, Brazil, Chile, Paraguay, and the OAS Foot and Mouth Disease Center. The Conference recommended closer coordination of national programs, standardization of vaccines, and special care to control the disease in frontier areas.

Uruguay intensified its own long-run fight to eliminate foot-and-mouth disease by decreeing that animals destined for slaughter be vaccinated not less than 15 days, nor more than 4 months, before slaughter. The country, through the Veterinary Faculty of the University of the Republic, also continued efforts to find a new curing process which will guarantee the destruction of the aphthous virus.

By the end of June feed grains were in short supply. The Government authorized free imports of feed grains and forage for a 60-day period and the U.S. was requested to approve the purchase of 50,000 metric tons of corn under PL480.

ELECTRONICS TEACHING: Visitors to the U.S. Pavilion in Izmir, Turkey, see the latest teaching devices demonstrated by bi-lingual Turkish students.

SEWING MACHINES AND SAILBOATS: Over 56,000 visitors on opening day saw the many and varied U.S. exhibits displayed in official exhibition.



Izmir Tra

The 31st International Izmir Trade Fair, approaching the final week of its month-long run appears headed for another year when attendance totals will exceed over a million-and-a-half.

Opening day figures, with over 56,000 visitors to the American pavilion alone, indicate the heavy volume of traffic through the Fair Grounds.

The United States Exhibition in the American-owned, permanent Pavilion is one of the major attractions of the event which opened August 20 and is scheduled to close September 20.

Events in the American pavilion were highlighted by the visit of Vice President Lyndon B. Johnson on "America Day," August 28. In his address he urged that ". . . emphasis of the Izmir Fair should be upon industrial products which can contribute so much to furthering the development and enrichment of Turkey.

"We believe there is no limit on Turkey's future. We welcome the determination of your government to move forward on a program which will help every Turkish family realize more of the fruits of freedom in the 20th Century."

rade Fair

Many of these "fruits of freedom" were on exhibit in the U.S. Pavilion. Some 85 firms showing both consumer and capital goods, combined to develop the theme "Working Together for National Progress."

Visitors to the American pavilion are being shown demonstrations and displays of packaging, modern teaching techniques, irrigation methods, photographic equipment, road building machinery, a fashion show, boating equipment, television, a science show and many other features.

The United States Exhibition was officially opened by John E. Horne, Administrator of the Small Business Administration. As the official United States representative he welcomed Turkish officials to American pavilion, including Muhlis Ete, Minister of Commerce; Celel Tevfik Karaspan, Minister of Press, and Enver Saatcigil, Governor of Izmir.

While too soon to determine what the trade results are, early reports from the U.S. Exhibition Manager, indicate the action in Exhibition Sales Office "is brisk." Interest throughout the American pavilion is running "generally high" with the fashion show by the Celanese Corporation of America a "real crowd stopper."

INTERNATIONAL MARKETS: Whether it was tool kits or writing kits, Turkish visitors liked U.S. products and asked many questions of demonstrators.

VICE PRESIDENT AT FAIR: Mr. Johnson emphasized use of American-made equipment in Turkish development and called them "fruits of freedom."

Bangkok Trade Center to feature small farm machinery, equipment

U.S. manufacturers urged to exhibit; Southeast Asia good market for tractors, irrigation material, other equipment

U.S. manufacturers of small farm and machinery equipment have been urged to display their products at the U.S. Trade Center in Bangkok, Thailand, next Spring.

The small farm and machinery equipment, urgently needed in Southeast Asia to help raise the standard of living, will be featured in a special sales exhibit to be staged at the Center in Bangkok, March 5-April 12, 1963.

The exhibit will be supported by a full-scale promotional campaign to attract buyers, distributors and agents in the area served by the Bangkok Center—Thailand, the Federation of Malaya, Singapore, Burma, Viet-Nam, Laos and Cambodia.

Principal aims of the promotion are to generate on-the-spot sales; to strengthen the position of U.S. manufacturers already exporting to this area; and to help non-exporters to these markets secure competent permanent representation. The Farm Equipment Institute, the Farm Manufacturers Association and the U.S. Department of State are working with the Department of Commerce in arranging the exhibit.

The economies of these Southeast Asia countries are largely agricultural and under intensive development. Small farm machinery and equipment, including tractors, other farm machinery and equipment, irrigation material, and livestock and poultry equipment, are part of a series of product lines for which the sales outlook, both present and future, appears particularly favorable.

The Department of Commerce has established Trade Centers in Bangkok and London as a part of the National Export Expansion Program. Both Centers have recorded spectacular sales for U.S. exhibitors. One manufacturer sold $400,000 worth of men's wear, another made sales of $250,000 in aluminum products.

Companies wishing to show their products in the Bangkok Trade Center should address their inquiries, enclosing product literature, to E. J. Krause, Director, Trade Center Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Franklin D. Roosevelt Jr. to visit Berlin exhibition

Franklin Delano Roosevelt, Jr., Washington businessman and former New York Congressman, will represent the United States at the opening this weekend of the U.S. pavilion in the German Industries Exhibition, West Berlin.

"Mr. Roosevelt has been asked to represent the United States at the opening of our exhibition in West Berlin because of his outstanding record as a public official and businessman, and because of his knowledge of foreign affairs," Secretary Hodges said.

The fair will be held Sept. 22-Oct. 7.

The annual German fair is regarded as one of the most important commercial events of this type in Europe, the Commerce Secretary noted. The theme this year for the displays and demonstrations of U.S. products and technology in Berlin will be "Partners for Progress."

Building machine fair in Munich set next March

Construction machinery market reported still expanding

U.S. producers of building and road construction machinery and equipment have been urged to attend the 1963 German Building Machines Fair (BAUMA), scheduled March 16-24 in Munich.

The U.S. Consulate General in Munich recommended the attendance of U.S. firms because of the still expanding market for construction machinery in West Germany as a result of the constant volume of building activities.

Visitors to the 1962 event were primarily interested in concrete mixers and mixing equipment, cranes, conveyors and loaders, special road construction machinery and dredgers.

Additional information about the 1963 Building Machines Fair is available from Deutsche Baumaschinen-Messen, GmbH, Muenchen 12, Theresienhoehe 18.

Women's apparel show in Paris said worthwhile for U.S. firms

Spring fashion event scheduled to be held Nov. 10-19; market for ladies' apparel open, 'growing very fast'

The International Show of Women's Ready-to-Wear Apparel, which the U.S. Embassy in Paris calls a worthwhile medium for U.S. manufacturers and exporters, will hold its spring fashion event Nov. 10-19.

The Embassy urged interested U.S. concerns to take part in the exhibition, adding that the French market for imported ladies' apparel is now open and "growing very fast."

Imports of outer garments for women, exclusive of knitted wear, totaled $2 million in 1961, as compared with less than $800,000 the year before. There is an expanding domestic demand for ready-to-wear women's garments because of a change in consumers' preferences.

Approximately 7,000 visitors attended the last apparel show, May 12-21, held for the winter season. This included about 500 foreign buyers from 27 countries. The show is visited by small shop and high-class "boutique" owners, as well as by buyers from large department stores, buying groups and chain stores.

Exhibits for the winter season included tailored suits and coats, dresses, cocktail dresses and suits, wedding gowns, raincoats, blouses, skirts and pants, knitted wear, leather garments, scarves, and lingerie for ladies, children and teenagers.

No sales volume estimates were released, but the management reported that business was very active.

The next show for winter fashion is scheduled April 27-May 6, 1963.

U.S. generators to expand Turkey's industrial power

$31.3 million AID loan boosts Istanbul area's capacity; Bursa industrial district develops

Electric power for Turkey's expanding industry will be increased by 1.2 billion kilowatt hours annually through a $31.3 million loan from the Agency for International Development (AID).

The loan will finance purchase of American equipment and services for installation of a pair of 100-million watt thermal units in a new Istanbul power plant and 2 additional 40 million watt hydro generators at the existing Sariyar dam, 140 miles southeast of Istanbul.

When completed in 3 years, the new installations will feed power into the Northwest Anatolia Interconnected System, which serves 62% of Turkey's land area, containing 70% of the country's population and 75% of its industry. The new facilities are required to meet a growing demand for electric power from both existing and new industrial consumers.

One of the areas to be served will be Turkey's first industrial district, to be developed with AID assistance along lines of those in many American cities, in the city of Bursa. AID has approved a loan of 25 million U.S.-owned Turkish lira, equivalent to about $2.5 million, to help the Bursa Chamber of Commerce finance the industrial district's development and encourage private industry to locate within the area.

Costs of the power expansion project will total an estimated $49.9 million, of which the Turkish Government will finance $18.6 million.

Standard Oil licenses first EEC chemical firm

Standard Oil Company of Indiana has licensed its versatile process for making high-density polyethylene plastics to the Italian chemical firm, Rumianca S. p. A.

The agreement with Rumianca represents the first license of Indiana Standard's thermoplastic process in a European Common Market country.

Rumianca will use the process in a new petrochemical complex near Cagliari.

Sniff, touch & look; talk, play & trade

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Trade Fairs and the revels of conventions are as much a part of the American way of life as $100,000 horse races, electric can openers, farm surpluses and green stamps.

Since its beginning four years ago, the International Trade Fair in Chicago has been one of the biggest, most breathtaking and colorful annual carnivals of its kind in the United States. It gives America an engaging marketplace where people of all the Free World may sniff, touch and look at the products of other lands while they talk, play and trade.

The Fair has plenty of circus and the zing of the big top bubbles along the aisles, lined with the products of 25 countries, and crowded with every Midwest youngster who can persuade a parent to tour the cavernous main floor of McCormick Place.

Otto Kerner, the able Governor of Illinois, claims that the Fair with its attendant side shows and foreign commerce meetings is the most important event in the Western Hemisphere.

There's dazzling entertainment on the lagoon outside or in the theaters inside, but the magnet of the Fair is not on the stages and screens.

The Fair is the little Sabre sports car that's made in Israel, the sail boats from Finland, the cotton picker of International Harvester, the rain coats from Belgrade, the Japanese lacquer ware and the Italian leather.

"Take a walk around the world," Ralph Bergsten, the Managing Director, invites you.

You see a new design in skis from Austria, tennis racquets from the United Arab Republic, castanets from Spain (which for some strange reason turned out to be one of the features of the show) and then gape at Carranca, the lion whose figure once proudly adorned the prow of a vessel that sailed the Brazilian San Francisco River.

The Illinois Committee for Export Expansion, headed by William Blackie, president of the E-winning Caterpillar Tractor Company in Peoria, in an excitingly brilliant display, installed an IBM RAMAC "think" machine that told any inquiring visitor how much of anything the United States sold abroad and to whom.

Being contrary, and a little tired and giddy ourselves at this point, we asked the technician how many air conditioners had been shipped last year to Outer Mongolia.

Lights flickered through the control board like neon on the Vegas Strip and in a few moments the attendant came back.

"There were less than $2000 worth of them shipped last year," he said, with the humor bailbondsmen show after a disappearance. "We don't keep records if the amount is that small."

"You might like to know, however," he continued dourly, "that the RAMAC just showed that the United States shipped $6,980,835 worth of window air conditioners last year to all other countries. Canada bought more of them than anybody, having spent $1,820,555. Mexico was next and Iran was in third place."

The most spectacular display was that of the Culligan Water Company where giant sprays leaped to fifteen foot heights from tiny nozzles in the floor, dancing in multicolored brilliance in time with music that moved from Viennese waltzes to the twist of the Peppermint Lounge.

With all these costly marvels on Chicago's lake front, we wondered why the exhibits couldn't be reshipped to other imaginative Chambers of Commerce, say, in San Francisco, Houston, Atlanta and Boston.

It seems to us that by adding a trimmed down road show to Chicago's program, exhibitors, the public and the new participating cities would all gain while contributing another step in America's pulsating drive for overseas trade.

Joint ventures or licenses sought by 6 industrial firms in Britain

Producers of instruments, equipment and tools want to expand or diversify present manufacturing output

Six British firms seek U.S. licenses or partners for joint manufacturing ventures. The companies are interested in varied engineering products, control instruments or tooling items.

Additional information on these firms may be obtained from the British Industrial Development Office, P.O. Box 206, Murray Hill Station, New York 16, N.Y.

Engineering product license asked. A well-known manufacturer of large walking draglines and heavy earthmoving equipment seeks a license to produce additional equipment.

The firm is interested in any kind of medium to heavy engineering product outside its present line.

Write Newton Chambers & Co., Ltd., Thorncliffe, Sheffield.

Engineering, sheetmetal products. A manufacturer of heating, ventilating and air-conditioning equipment is seeking more manufacturing lines. It is interested in any field involving general engineering or sheetmetal fabrication.

Write Mr. R. B. Stirling, R. B. Stirling & Co., Ltd., 203 Woodville St., Glasgow S.W.1, Scotland.

Metalworking license. A manufacturer is seeking a partner in the metalworking machinery field.

The company produces a wide range of woodworking machinery and wants to diversify its output.

Write to Mr. M. A. White, Thomas White & Sons, Ltd., Laighpark, Paisley, Scotland.

Joint venture in nonferrous metals. A joint-venture arrangement is sought by a firm engaged in the smelting, refining and processing of nonferrous metals. The firm also manufactures rigid pvc. plastics products and has a complex electrolytic, metal-recovery plant.

It is interested in associations with U.S. firms in these same general fields.

Write Mr. J. M. Bunge, H. J. Enthoven & Sons, Ltd., Dominion Bldg., South Place, London, E.C. 2.

Thermostat venture. Another firm is a manufacturer of thermostats to control greenhouse temperatures and water-immersion heaters.

It seeks an American manufacturer to join in the production of related equipment to make full use of its existing sales force.

Write Mr. F. E. Smith, Process Control Gear, Ltd., Lattimore Rd., St. Albans, Hertfordshire.

Tools and fixtures. A manufacturer of press tools, jigs, fixtures, gages, form tools, and special-purpose machines seeks a U.S. partner. The firm is interested in a joint-venture arrangement to produce products similar to its present line.

Write to Mr. A. A. Simpson, Geometric Form Tools, Ltd., Providence Works, Doctors Pl., Willenhall, Staffordshire.

Fertilizer, sulfuric acid plant set for Viet Nam

A Vietnamese fertilizer and sulfuric acid plant is planned.

The new superphosphate plant would use crude phosphate rock and domestically manufactured sulfuric acid produced from imported sulfur.

The envisioned production of the plant could satisfy Vietnam's requirements for phosphate fertilizer.

In addition, sulfuric acid could also be made available in bulk to industry for many other purposes.

Inquiries are invited. Write to the Office of International Investment, Code 3-2871-1, Department of Commerce, Washington 25, D.C.

Fused cast refractory output proposed by Indian engineer

An Indian electrical and mechanical engineer is sponsoring the formation of a corporation for the manufacture of electrically-fused cast refractory items at an annual rate of 1,500 tons.

The plant will be located at Baroda. Gujarat State.

American financial and technical participation are invited on terms to be mutually agreed upon.

A total financial outlay of $1,050,000 is contemplated, of which an amount up to 49% is sought from an interested firm, mostly in the form of needed equipment and technical assistance.

Electrically-fused cast refractory items are not produced in India and demand is increasing, it is reported. The glass industry requires 10,000 tons a year.

Details are available on loan from the Office of International Investment, Code 4-329-3, Department of Commerce, Washington 25, D.C.

Appliance output proposed by Greek company

Electrical manufacturing firm looks for capital and skills

Equity capital and technical know-how are sought for electrical appliances production in Greece. The producer seeks capital participation of $800,000 and technical know-how to meet growing countrywide demand and also to take advantage of Greece's association with the European Economic Community.

The firm manufactures 3-phase transformers and motors, water pumps, electric panels and switches, domestic and industrial fans, and storage water and electric heaters for domestic use.

It employs 260 persons and most items are mass produced.

The company's output is sold throughout Greece, meeting 40-50% of the total demand for these items. The significance of this is heightened by the fact that Greece's economic development depends heavily on the greater use of electricity.

The company also wishes to export to third countries and points out that the specified amount of capital sought should be able to take care of expansion plans for the next 2-3 years. It is believed that such an investment would come within the protective provisions of Greece's foreign investment law.

Those interested should write to the Office of International Investment, Code 4-3634-1, Department of Commerce, Washington 25, D.C.

Industrial varnish, paper cup firms ask arrangements

Italian manufacturers look for capital, exclusive rights

An Italian manufacturer of paper cups seeks American capital to purchase additional machinery and another company seeks a license to make new and unusual paints and varnishes.

① A manufacturer of paper and waxed paper cups seeks American capital and will consider a majority interest.

The new capital will be used primarily to purchase additional machinery. The firm wants to increase production in order to keep up with the expanding market.

In addition, the firm would welcome participation in current management and future policy.

Write Industria Cartotecnica Paraffinate di Vittorio Carola, Via Diocleziano 302 (gia' Via Nuova Bagnoli) Naples, Italy.

② A manufacturer of special varnishes for the iron and steel industry seeks exclusive manufacturing rights in Italy for similar U.S. products.

It is interested only in new paints and varnishes with unusual characteristics.

Write Mirodur, S.r.L., Industria Vernici, Via Augusto Armellini 131, Rome.

Potential investment list

The Office of International Investment has completed a preliminary list of feasibility studies of underdeveloped areas throughout the world.

This compilation will be useful to those interested in investment potentials in these areas. It furnishes a handy index of programs that surveyed the basic needs of these countries, as the first step to assist economic growth through private investment.

Inquiries concerning this list should be addressed to the Office of International Investment, Department of Commerce, Washington 25, D.C.

Opportunities for U.S. firms cited by new Singapore engineering group

Profitable projects await American companies that enter into ventures with overseas groups

Straits Engineers, Ltd., registered in Kuala Lumpur, is the first civil engineering firm with American interests to be established in Singapore. The American participants involve U.S. construction and engineering concerns.

In addition to civil engineering activities, this new firm will concentrate on enterprises involving dredging, reclamation, pile driving, underwater blasting, marine salvage and concrete wharf construction.

The Department of Commerce has been informed that one of this company's first projects will be wharf work and petroleum pipe laying. The firm also anticipates participation in various projects under Singapore's 4-year development plan.

Joint ventures such as this one illustrate the profitable potentials that exist abroad for American investors, particularly in joint ventures of capital and technical know-how with foreign enterprises.

U.S. businesses are urged to keep informed by following the opportunities which are published in INTERNATIONAL COMMERCE and to consult with the Department of Commerce on their overseas investment or licensing interests.

German firms want American products

Industrial licenses sought for feeding devices, concrete mixers, other specialized equipment

Two German firms want licenses to make U.S. products. One manufacturer is interested in producing cement-making, transport, and air-purifying equipment. Another firm wants a license to make control devices and special machines for manufacturing screws.

① A West Berlin manufacturer seeks a licensing arrangement with an American firm to produce control devices for automatic-production processes, feeding devices, and special machines to make screws.

Write Wilhelm Moeltzner, 1 Charlottenstr., Berlin SW 61, Germany.

② Another manufacturer wants to produce, under license, truck-mounted revolving concrete mixers and mixing and measuring equipment for transit-mixed concrete.

It is also interested in making continuous conveyors, transport equipment, industrial air-purifying equipment, and machines for the production of concrete building materials such as molded stones and pipe.

The firm states that it has surplus production capacity and good contacts with prospective buyers of this equipment.

Write Victor Halstrick KG, 144-150 Bahnhofstr., Postfach 409, Herne, West Germany.

Pakistan poultry enterprise needs assistance, financing

Catalogs, quotations, technical know-how and financial collaboration for a proposed poultry enterprise are sought by the technical adviser for one of Karachi's largest hotels.

Production targets include 3,000 to 4,000 meat birds weekly and 12,000 to 15,000 eggs for the same period.

Information on the size of area required for such an enterprise and data and costs on necessary plant, machinery and equipment are particularly desired.

Write to Charles Tauss, Technical Adviser, Hotel Metropole, Club Road, Karachi, Pakistan.

Licenses, other assistance sought by 3 Belgian manufacturing firms

Interested in producing steel or plastic articles, tools, spare parts, and electronic equipment

Two Belgian firms want U.S. licenses. One concern is interested in various sheet metalworking products, the other wants to make heavy moldings.

A third Belgian firm, now engaged in textile manufacturing, wants to produce electronic equipment, plastic articles, tools and spare parts.

Sheetmetal license. A license for the manufacture of sheet metalworking products is sought by a manufacturer of special boilermaking and welding items, especially crane carters, shovels, welded framings, boilers and boiler fittings.

The firm now produces evaporators, condensers, special tanks, containers, heat exchangers, and cooling apparatus.

Write Ateliers Francois, S.A., 274 rue Cote d'Or, Sclessin-Liége, Belgium.

Steel molding. A firm with an annual production capacity of 500 tons seeks a license to manufacture heavy moldings utilizing all types of steel castings.

It now makes moldings for railways, cars, locomotives and trucks.

Write Usines et Acieries Leonard-Goit, S.A., 218 rue de Chatelet, Marchienne-au-Pent, Belgium.

Electronic equipment, plastic articles, tools, spare parts. A manufacturer of rayon textile material and pure and mixed synthetic fibers seeks varied arrangements with an American firm.

It will consider any form of cooperation including merger, absorption, purchase of shares, or the sale of its buildings with or without equipment.

The firm states that it is particularly interested in the manufacture of electrical and electronic equipment, plastic articles, tools and tooling, and all kinds of spare parts for industry use.

Write to Fabrique Bruxelloise de Soieries, Fabrusoie, S.A., 88-90 rue de Laeken, Brussels.

Netherlands companies ask licenses

Three firms look for U.S. products in cosmetic, household-appliance and gas-heating lines

Three manufacturers in the Netherlands are interested in producing American domestic gas-heating equipment, electrical kitchen appliances, and cosmetics.

Heating equipment. A manufacturer of heating equipment seeks a license to produce domestic gas-heating equipment.

The firm makes oil stoves and several other types of thin cast-iron products.

Write N.V. de Ultsche Ijzergieterij V/H Becking & Bongers, 5 Bongersstr., Ulft, The Netherlands.

Electrical appliances. Another manufacturer of electrical products wants licensing rights to produce and sell automatic toasters and possibly other types of electrical kitchen appliances. It now makes electrical household appliances as well as heating equipment.

Write Koninklijke Fabriek Inventum, Fabriek Van Instrumenten en Electrische Apparaten N.V., Bilthoven, The Netherlands.

Cosmetics. A third firm wants a licensing agreement with an American manufacturer in order to produce cosmetics. It is a medium-sized producer of various toilet and bath soaps.

Write N.V. zeep-en Parfumeriefabriek "Hilko," 367 Ooostzijde, Zaandam.

Hanger to suspend drawings offered by Swedish firm

A Swedish firm offers a license for the U.S. manufacture of its metal hanger for the suspension of drawings.

The hanger is produced from cadmium steel sheet and is capable of holding a bundle of at least 50 drawings. It is fitted with an automatic ratchet, preventing the locking device from being released if the hanger is overloaded.

Additional information is available from the Office of International Investment, Code 1029, Department of Commerce, Washington 25, D.C.

French companies seek and offer product licenses

Special machines, drawing benches and other products are cited

Licenses are sought and offered by 3 French firms for the production of various engineering products in metal and plastic as described below.

① A French manufacturer offers a license for the production of its drawing benches, wire-drawing machines, and complete line of machines for working metal sheets and bands. In addition, it is interested in being licensed to produce any machinery for the deforming of cold or hot treated metal.

Additional information on the firm's machinery is available on a loan basis from the Office of International Investment, Department of Commerce, Washington 25, D.C. Interested U.S. firms may write direct to Anciens Ets. Edmond Chevallier, Verneuil-sur-Avre (Eure), France.

② A metalworking concern seeks licenses to manufacture plastic products and plastic-coated metal parts. It produces steel wires, wire netting, wire cloth, chains, nails, metal containers and electrodes.

Write Trefileries et Ateliers de Commercy, Commercy (Meuse), France.

③ A license for the production of additional equipment is sought by another firm that makes drawing benches for metal tubes, bars, and wire; and cold-roll forming machines.

The concern wants machinery and equipment which could be used by its present clientele. Equipment should incorporate advanced techniques.

Write Office Technique des Trefiles, 108 rue de la Jarry, Vincennes (Seine).

Wood furniture license sought in New Zealand

A New Zealand manufacturer of furniture, cabinets, and general woodwork seeks a license to produce any type of fine woodwork.

The firm says it has the facilities to produce a variety of goods for the furniture and building trades.

Write Raysko Products, Ltd., 10 Olive Rd., Penrose, Auckland, New Zealand.

SAN FRANCISCO AWARD: James F. Wilson, manager of the World Trade Department of the San Francisco Chamber of Commerce, left, is presented with an "E" award citation for the Chamber by Senator Clair Engle of California and Draper Daniels, National Export Coordinator. Mr. Wilson will also serve as a member of the new 34-man regional Export Expansion Council for the northern California area.

10 'E' winners named in California

Presentation ceremonies held in San Francisco for steamship line, manufacturing firms and chamber of commerce; new Export Expansion Council set

Ten new California business organizations received President Kennedy's "E-for-Export" award on September 7th.

Senator Clair Engle of California and Draper Daniels, National Export Coordinator, were named by Secretary of Commerce Luther H. Hodges to present the awards at a civic luncheon in San Francisco which also launched the new Export Expansion Council for Northern California.

The new Council, an unsalaried group of California business leaders appointed by Secretary Hodges, is one of 33 such regional organizations working with the U.S. Department of Commerce and the National Export Expansion Council to promote export trade.

Chairman of the 34-man regional council is Adolph Schuman, chairman of the World Trade Center Authority in San Francisco; Merrill F. Woodruff, manager of the Commerce Department's San Francisco Field Office, is executive secretary.

The 10 California "E" winners are:

American President Lines, San Francisco, steamship company;

Clayton Manufacturing Company, El Monte, manufacturer of steam generators, steam cleaners, and dynamometers;

Dymo Industries, Inc., Berkeley, manufacturer of machines, tools, and tapes for marking, labeling, and tagging;

Hewlett-Packard Company, Palo Alto, manufacturer of electronic test instruments;

Lockheed Aircraft Corporation, Burbank, aircraft manufacturer;

Malsbary Manufacturing Company, Oakland, steam-cleaner manufacturer;

Morehouse International, Los Angeles, machinery and factory equipment manufacturer;

Precision Instrument Co., San Carlos, manufacturer of tape recorders and other data-processing equipment;

San Francisco Chamber of Commerce, San Francisco; and

Levi Strauss and Company, San Francisco, manufacturer of casual wear.

AMERICAN PRESIDENT LINES—Offers free trade promotion assistance to the businessman who wants to enter into foreign trade or expand commercial activities abroad. In 1959, APL set about revitalizing its trade promotion program. It broadened its participation in international trade fairs, foreign trade missions and international exchange programs and stepped up its trade promotion advertising in the U.S. and overseas.

In a recent 9-month period APL helped close to 200 exporters and importers in 11 countries establish new overseas trade contacts.

Sales in 88 countries

CLAYTON MANUFACTURING COMPANY—A comparatively small company that was incorporated in 1935. International division organized in 1947 when exports were about 2% of the firm's total sales volume. Percentage has grown until in 1961 it reached 46.5%.

Now sells to authorized distributors in 88 countries and has major licensees in other countries.

Trade fair exhibits, advertising and personal visits to customers and distributors have proved effective.

DYMO INDUSTRIES, INC.—Found that overseas travel and trade show participation have enhanced the effectiveness of their overseas distribution. Exports form a substantial percentage of company's business and firm now distributes its products in 34 countries round the globe.

Has manufacturing facilities in California, Pennsylvania and Minnesota and recently organized companies in Canada and Switzerland.

Today, Dymo and its subsidiaries have about 400 employees—4 years ago there were only 3.

HEWLETT-PACKARD COMPANY—Began its own aggressive export program in mid-1954. Since then overseas sales have increased more than fivefold. In recent years growth rate has averaged over 40%.

Formed first subsidiary in Switzerland in 1959. Since then, other subsidiaries have been set up in Germany, England and Canada.

LOCKHEED AIRCRAFT CORPORATION—By aggressive merchandising has consistently increased its sales of commercial and military aircraft since 1959. Export sales of many millions in 1961 were about 4 times the 1959 level.

Global market studies set pattern for company's dynamic sales programs. Now exploring new market opportunities, including construction of a monorail near Tokyo, in partnership with Japanese firms.

Manufactures aircraft for shipment

abroad and also licenses groups overseas to build ships.

MALSBARY MANUFACTURING COMPANY—Entered foreign trade field in 1958 to introduce equipment in Europe.

Through a bold program of technical indoctrination and energetic sales activities, sold several hundred steam-cleaning installations in new markets.

MOREHOUSE INTERNATIONAL—First introduced their equipment overseas in 1946 and created own export division in 1950. Today, firm exports into 78 countries and has appointed 42 overseas distributors.

Company maintains quality standards, engages in aggressive domestic and overseas advertising, direct-mail campaigns and extensive traveling to see prospective customers.

Frequently participates at international trade fairs and invites industry groups from abroad to come to Los Angeles for 3-5 day seminars and plant tours.

Trade fair participation

PRECISION INSTRUMENT CO.—Demonstrated equipment and made first overseas sales in 1959. Early in 1960 an intensive demonstration program and a marketing organization were set up and substantial export orders resulted.

In the past 2 years, firm has participated in every major trade fair in Europe and the company is now represented in most of Europe as well as India, Australia, Japan and Canada.

SAN FRANCISCO CHAMBER OF COMMERCE—Endeavors in many ways to promote world trade: Publishing trade guides, directories, brochures and pamphlets; giving briefing sessions to overseas businessmen visiting the U.S.; acting as liaison for offices of 50 foreign nations represented in San Francisco.

Also organized, sponsored and participated in business development tours of the Far East for area businessmen.

LEVI STRAUSS AND COMPANY—The traditional American garment, Levi's jeans, entered the export market in the early 50's. Initial market penetration was slow but by the 1954-61 period, when company growth was 19%, export volume had increased 949% with sales in 75 geographical areas.

Using facilities of the U.S. Department of Commerce and private international research organizations, continually surveys the export market.

Actively participates in trade fairs; provides foreign distributors with advertising displays and uses radio, TV, movie spots and newspaper advertising.

Pennsylvania firm given 'E' award

Manufacturer of farm equipment has overseas "firsts"

A farm-equipment manufacturing company in Pennsylvania recently became a new "E-for-Export" award winner.

The award was conferred on the New Holland Machine Co. of New Holland, Pa., on August 28 as Secretary of Commerce Luther H. Hodges presented President Kennedy's "E-for-Export" award to George C. Delp, president of the specialty agricultural equipment manufacturing company.

The award was conferred upon the Pennsylvania company in recognition of its contribution to the national export expansion drive. The goal of the drive, spearheaded by the U.S. Department of Commerce, is to build export profits as a means of promoting economic growth and reducing the U.S. balance-of-payments deficit.

The company, a division of the Sperry Rand Corp., has expanded its export sales from year to year for more than a decade. In 1961, the export increase amounted to more than 22%.

The New Holland concern, now represented in more than 64 countries, introduced the first automatic twine-tie pickup hay baler, the first completely portable hay-drying system, and other equipment into U.S. export trade.

Using direct-mail promotion, motion pictures, and foreign-language sales and instructional literature, the company has pioneered the sale of its products in every world area. Licensing arrangements with overseas manufacturers who use U.S.-made component parts to produce New Holland equipment strengthen the company's position in some markets abroad.

New Holland is Pennsylvania's fourth company to receive the President's "E." Awards previously were conferred upon Autoclave Engineers, Inc., Erie: Zurn Industries, Erie; and John W. Eshelman and Sons, Lancaster.

U.S. photographic product trade up

Exports well over $72 million; high import figure set

U.S. foreign trade in photographic products has been growing. The export level rose some 7% higher in the first half of 1962 than in the comparable 1961 period. Imports were 36% higher than a year ago.

U.S. exports of photographic products in the first 6 months of 1962, including motion-picture and still-picture equipment and supplies, were about $72.4 million, while imports totaled about $43.8 million.

Exports of still photographic products amounted to $45,789,421 in the first 6 months of 1962, up from $42,563,858 in the Jan.-June 1961 period. Substantial increases were recorded in exports of still-picture film and photographic paper.

Motion-picture films and equipment exported during Jan.-June 1962 were valued at $26,618,123, up slightly from the $25,062,157 in the 1961 period. Motion picture equipment exports showed little change, however. Shipments of unexposed motion-picture film (rawstock) were about 10% higher than in 1961. Exports of 8-mm. motion-picture cameras, projectors, and film remained at a high level this year, with lower-priced cameras dominating the shipments.

Imports of photographic products into the U.S. in the first 6 months of 1962 were valued at $43,783,817, the highest dollar volume for any Jan.-June period.

The value of imports of cameras, flashguns, photoprocess duplicating machines, films and paper all recorded increases. Imports of motion-picture cameras—107,947 cameras valued at $3,932,466—were more than double the value of these imports in the first half of 1961. However, the largest dollar increases were in imports of still-picture film and photographic paper.

Further details on exports and imports of photographic products are available from Scientific, Photographic & Business Equipment Division, Business & Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

U.S. LUMBER TRADE

Lumber exports in the first 6 months of 1962 totaled 422 million board feet, 19% more than in the corresponding 1961 period. At the same time, U.S. lumber imports totaled 2,380 million board feet, 17.6% above the volume of the comparable 1961 period.

U.S. okays sale of more than $125 million surplus food

All sales to 13 nations will be by private traders; July Food For Peace shipments exceeded 1 million tons

The U.S. Department of Agriculture has recently authorized the sale of more than $125 million in U.S. agricultural commodities to 13 nations under the Food For Peace Program of Public Law 480.

Sales will be made by private U.S. traders. In order to be eligible for Government financing, shippers are reminded to airmail at the time of loading 2 nonnegotiable copies or photostats of the onboard ocean bill-of-lading to the Administrator, Foreign Agricultural Service, USDA, Washington 25, D.C. The ocean bill-of-lading should show the number of the CCC Form 106, "Advice of Approval Vessel," and the purchase authorization number.

Inquiries regarding Food For Peace authorizations may be directed to the Programs Operations Division of the Foreign Agricultural Service. Specific information on the purchase of these commodities can be obtained from the embassy of the country involved. July food exports under the program totaled 1,045,000 metric tons.

All of the sales authorizations in the accompanying chart, except those to Chile and Ethiopia, were granted under the provisions of Title I of PL480, in which the recipient nations make immediate payment in their own currency. The Agency for International Development then earmarks these funds for "Cooley" loans to U.S. and local businessmen for economic development projects in the recipient countries.

Title IV, under which the Chilean and Ethiopian sales were authorized, provides for repayment in dollars, after periods ranging up to 20 years. Thus, in this case the recipient nation retains control over the proceeds of the food sales within the country and determines to what economic development projects they should be directed, but must eventually make repayment in dollars, rather than a less-convertible currency.

Country	Auth.	Commodity and quantity	Value	Contract deadline	Delivery deadline
Bolivia	49-08	Wheat—11,000 metric tons (m.t.)	$720,000	4-30-63	5-31-63
Burma	33-32	Upland cotton—470 bales	$74,192	11-30-62	12-31-62
Chile	12-401	Wheat—90,000 m.t., #2 or better	$5,820,000	12-31-62	1-31-63
Chile	12-402	White wheat—10,000 m.t.	$608,000	12-31-62	1-31-63
Chile	12-403	Unmanufactured tobacco—660 m.t.	$1,500,000	5-31-63	6-30-63
Chile	12-404	Cottonseed/soybean oil—6,000 m.t.	$1,300,000	2-28-63	3-31-63
China (Taiwan)	37-55	White wheat—20,000 m.t.	$1,216,000	11-30-62	12-31-62
China (Taiwan)	37-56	Wheat—20,000 m.t., #2 or better	$1,294,000	11-30-62	12-31-62
China (Taiwan)	37-401	Soybeans—3 million bushels	$8,400,000	12-31-62	3-31-63
Congo	55-14	Yellow corn—10,000 m.t.	$550,000	11-30-62	12-31-62
Congo	*	Dairy products—8.5 million lbs.	$3,250,000	**	**
Ethiopia	*	Cotton—9,200 bales	$1,400,000	**	**
Guinea	57-08	Milled rice—7,500 m.t.	$1,240,000	10-31-62	11-30-62
India	39-72	White wheat—200,000 m.t. #2 or better	$12,162,000	11-30-62	12-31-62
India	39-73	Wheat—500,000 m.t. #2 or better	$32,335,000	5-31-63	6-30-63
India	39-74	Milled rice—50,000 m.t. #5 or better	$8,000,000	10-31-62	11-30-62
Indonesia	34-45	Upland cotton—88,000 bales	$13,600,000	5-31-63	6-30-63
Indonesia	34-46	Upland cotton—16,500 bales	$2,475,000	5-31-63	6-30-63
Indonesia	34-47	Upland cotton—6,000 bales	$925,000	5-31-63	6-30-63
Indonesia	34-49	Milled rice—50,000 m.t.	$8,265,000	10-31-62	12-31-62
Israel	16-103	Great northern beans—2,000 m.t.	$364,000	11-30-62	12-31-62
Korea	24-68	Upland cotton—70,500 bales	$10,990,000	11-30-62	12-31-62
Korea	24-69	Barley—50,000 m.t. #3 or better	$2,560,000	2-28-63	3-31-63
Pakistan	15-102	Yellow corn—10,000 m.t. #2 or better	$482,000	11-30-62	12-31-62
U.A.R. (Egypt)	*	Tobacco—9.9 million lbs.	$6,700,000	**	**

* To be issued
** Not established yet

Korea to buy 30 U.S. diesel locomotives

AID lending nation $8.3 million to help rebuild sagging rail system

Korea will buy 30 new U.S. diesel locomotives with an $8.3 million U.S. loan designed to speed modernization of South Korea's overburdened railway system.

The loan, authorized by the U.S. Agency for International Development (AID), will permit the replacement of 60 outmoded steam locomotives, reducing operating costs and foreign exchange expenditure.

AID also plans to conduct a survey of the economic feasibility of further replacement of steam locomotives with diesels, without commitment for financing.

The Korean National Railroad is the country's principal means of transportation. The capacity of the railway system to keep pace with Korea's economic development and to provide sufficient passenger service has been severely restricted by outmoded and inefficient locomotive equipment.

The number of passengers transported annually has increased from 57.3 million in 1955 to 88.3 million in 1961. Freight traffic has risen from 10.4 million tons to 15.4 million tons. In May, 1962 there was a 5% shortage in freight car availability to meet shippers' requirements, and this deficiency is expected to grow.

U.S. tobacco exports jumped 3% over 1961; 14% over 1960

U.S. exports of unmanufactured tobacco in the fiscal year ended June 30, 1962, totaled 520 million pounds, up 3% from the 504 million exported in fiscal 1961, and 14% above the 457 million shipped in fiscal 1960.

The increase reflects larger world tobacco consumption, a growing trend towards the American-type blended cigarette and smaller availabilities from the short, blue mold-damaged crop in several West European countries, particularly West Germany and Italy.

Abrupt Philippines duty hike on textiles bad news to U.S. exporters; other items hit

Early application of stiff increases means goods en route are affected; Commerce, State Departments seek adjustment

Increased duties (effective September 18) ordered by Philippine President Macapagal on certain textile imports are hurting U.S., Japanese and other textile exporters. President Macapagal has the power to raise duty rates as much as 500% without Congressional approval.

Affected by the action are: 55.09, other woven fabrics, unfigured, of cotton; 55.10, other woven fabrics, figured, of cotton; and 63.03, remnants; and imports of commercial aluminum sulphate and totalizing water meters.

In the same action, duties were decreased on milk and cream, preserved, concentrated or sweetened; on hoops and strips of iron and steel, hot rolled or cold rolled; and on operating lamps.

Duties on textile categories 55.09 and 55.10 were increased from 300 to 500%, and the rate on remnants was doubled. Exporters have claimed that U.S. textile exports to the Philippines will no longer be competitive in these categories. Japanese and other suppliers reportedly have also protested.

Goods en route

U.S. exporters have pointed out, too, that the nearness of the effective date of the increases will cause goods already en route to be assessed at the higher rates. Textile shipments from New York to the Philippines reportedly take as long as 45 days. Textile exporters were notified less than one month before the increase was to go into effect.

The Department of Commerce in cooperation with the Department of State is pursuing this matter through the U.S. Embassy in Manila.

The new rates include:

04.02, milk and cream, preserved, concentrated or sweetened, (a) in liquid or semi-solid form, 5% ad valorem, (b) in solid form, 8% ad valorem.

28.38.A, aluminum sulphate, commercial, 20% ad valorem.

55.09, other woven fabrics, unfigured, of cotton, (a) in the grey, kg 2.40 pesos (62¢) or 50% ad valorem, (b) bleached, kg 3.90 pesos ($1) or 75% ad valorem,

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington, 25, D.C., or as indicated in individual stories.

(c) other, kg 5.40 pesos ($1.38) or 100% ad valorem, (d) duck or canvas weighing over 30 kg per 100 square meters, kg 2 pesos (51¢) or 40% ad valorem.

55.10, other woven fabrics, figured, of cotton, (a) in the grey, kg 3 pesos (77¢) or 50% ad valorem, (b) bleached, kg 4.50 pesos ($1.15) or 75% ad valorem, (c) other, kg 6 pesos ($1.54) or 100% ad valorem.

63.03, remnants, 30% ad valorem.

73.12, hoop and strip of iron or steel, hot-rolled or cold-rolled, 7.5% ad valorem.

90.13, optical appliances and instruments, (a) operating lamps, 20% ad valorem, (b) other, 40% ad valorem.

90.26, gas, liquid and electricity supply or production meters, calibrating meters therefore, (a) totalizing water meters, size 5/8 x 1/2 inch, 3/4 and 1 inch, 60% ad valorem, (b) other, 10% ad valorem.

Central Bank cuts rediscount rate in Philippines

To ease a tight credit situation, the Central Bank of the Philippines has lowered the rediscount rate from 6 to 3% on 9 categories of "productive" loans and has placed such loans outside each commercial bank's rediscount quota, which now limits each bank to maximum rediscounting equivalent to net worth as of July 30.

"Productive" loans at the new rate can be extended to the following industries, according to the U.S. Embassy in Manila: farming and livestock, fisheries, food processing, textiles, pharmaceuticals, veneer and plywood, and cassava and coconut flour processing. Loans for construction of apartment houses and for distribution of certain products will also be made at this lower rate.

The Central Bank, for the first time since lifting of currency controls and devaluation of the peso last January, has offered commercial banks forward exchange guarantees. Each bank is limited to $1 million for current imports.

The Central Bank also is offering forward exchange contracts for imports financed out of the recently extended $50 million agency for International Development and $30 million U.S. Export-Import Bank lines of credit.

Emergency Ecuadoran decree cuts red tape for industry

Ecuador's industrial promotion law (Ley de Fomento Industrial), issued by emergency decree on August 17, offers greater benefits than the 1957 law, the U.S. Embassy in Quito reports.

Simplifying procedures, the decree favors industries processing raw materials into finished products, producing articles not already available in Ecuador, engaging in assembly operations, and producing for export.

Tax exemptions are permitted for periods of between 5 and 10 years, and there is provision for waiving consular and other fees for the importation of machinery, spare parts, and raw materials which are not competitive with domestically-produced articles.

Sudan's new Industrial Bank providing loans, technical and managerial guidance to industry

Government provides initial authorized capital of $2.89 million; four American experts, one U.S. firm serve in consultant capacity

The Industrial Bank of Sudan, officially opened on August 15, is working to promote the formation, expansion, and modernization of private industries, the U.S. Embassy in Khartoum reports.

In addition to providing loans and other financial assistance, the Bank will conduct systematic research into sectors of industrial production suitable for private industry and will also provide extensive technical and managerial guidance.

The Bank's initial authorized capital is £1 million ($2.89 million), provided by the Government. Eventually, up to £2.5 million ($7.23 million) may be supplied from private capital sources.

For the present, the Bank will seek foreign loans to support its lending operations. Ordinarily, it will not make loans for less than 2 or more than 15 years; the interest rate will be 7% on medium-term and 8% on long-term loans. The Bank will apparently place particular emphasis on sound management and economic and technical feasibility.

An American expert is serving as the Bank's chief consultant while a U.S. consulting firm, Daniel, Mann, Johnson and Mendenhall, under contract with the Agency for International Development (AID), has provided 3 other specialists in economic and financial affairs. In the interim, the Bank's general manager has announced an AID offer of a $2 million loan which is now under discussion.

Kuwait sets up council to draft development plan

Beginning next year, a definite proportion of Kuwait State expenditure will be allocated annually to finance a 5-year development plan. A Planning Council has been set up to prepare such a program, draft its budget, and supervise its implementation.

The Council, headed by the Prime Minister, will include the Ministers of Finance, Public Works, Education, and Social Affairs, together with 3 representatives of the private sector.

The Minister of Finance of Kuwait, Shaikh Jaber el Ahmed, has announced that governmental spending in the fiscal year 1962-63, as approved by the Constituent Assembly, will total 173.1 million dinars ($485 million).

Of this total, 76.5 million dinars is earmarked for development projects; general expenditure, including defense, is estimated at 48.6 million dinars, and the remainder, 47. 9 million dinars, represents wages and salaries.

Leather, pork, beans under new Venezuelan rules

Some leathers must pay surcharge, pork, bean 'tie-ins' required

Various leather imports into Venezuela will be subject in December (180 days from June 11) to 100% ad valorem surcharges under Ministerial Resolutions No. 458 (Ministry of Finance) and No. 1948 (Ministry of Development), the U.S. Embassy in Caracas reports.

The items affected (with specific duties —none of which have been changed— shown in bolivares per gross kilogram), are:

611-01-02-1 leather, bovine cattle and horse hide, including calf, whole or in halves—(a) up to 1,500 grams per whole hide, 20.00+ 100%; (b) over 1,500 grams per whole hide, 15.00+ 100%; **611-01-02-2** horse hide, not elsewhere specified, 20.00+ 100%; **611-01-05-1** leather, pigskin, n.e.s., 18.00+ 100%; **611-01-05-2** leather, tanned, n.e.s., 20.00+ 100%; **611-01-08** leather, patent and metallized, 20.00+ 100%.

Pork and black bean imports must comply with a prior import permit procedure under Resolutions 2094 and 2095 (Ministry of Development) and EEA-115 and 116 of June 26. Pork importers must show proof of acquisition of 1 kilogram of locally produced live hogs for each 4 kilograms of pork imported for industrial purposes. If local production is not available, the fact must be certified by the Ministry of Agriculture or, whenever a hog producers' association shall have been formed, by the association.

Black bean importers are required to submit proof of acquisition of 1 kilogram of locally produced beans for each 9 kilograms imported. If local beans are not available, the fact must be certified by the Ministry of Agriculture or the Agriculture and Livestock Bank.

Austria allows currency converting under IMF pact

Current payment transactions between Austria and her Western trading partners are free of restrictions following Austria's acceptance of currency convertibility obligations under Article VIII of the International Monetary Fund's Articles of Agreement.

The move marks the end of Austria's application of Article XIV, permitting restrictions on currency transactions necessitated by balance of payments difficulties. Article VIII, on the other hand, provides that members accepting its obligations are required to avoid having restrictions on current payments, multiple exchange rates and discriminatory currency practices, unless approval has been obtained from the Fund.

Currency controls are still applicable to payment transactions with countries under bilateral trade and payments agreements with Austria—notably the Soviet Bloc. Capital transactions fall outside the scope of Article VIII and are still controlled by Austria.

TURKISH EXCHANGE RATES

In accordance with new regulations governing exchange rates, the Central Bank of Turkey has announced the following foreign equivalents to Turkish liras: 9 to the American dollar; 1.82 to the French new franc; 25.2 to English sterling, 2.05 to the Swiss franc, 2.25 to the German mark, and 144 to 100 Italian lire.

Bank of Brazil's exchange monopoly ended by new control regulations

Commercial banks authorized to set exchange rates freely according to supply and demand; weekly exchange limit for single firm now $30,000

The Bank of Brazil's temporary exchange monopoly has been abolished by newly effected control regulation changes under Instruction No. 229 of August 15, issued by the Superintendency of Money and Credit (SUMOC). Commercial banks may now set their exchange rates freely in line with supply and demand factors.

The Bank of Brazil selling rate opened on August 16 at 412 cruzeiros per dollar compared with 367 cruzeiros on August 15. The curb market rate continued to depreciate because of uncertainty in business circles concerning the profit remittance law—which had been passed by Congress and awaited only action by the President—and the general political and fiscal instability. The curb market rate was reported to have reached 735 on August 28.

Cash deposit

The weekly limit of exchange obtainable by any one firm for imports was decreased temporarily from $50,000 to $30,000 and the 150-day prior deposit on imports was reduced from 100 to 80%. The total deposit, however, is required to be in cash rather than rediscountable Bank of Brazil notes. After September 30 these prior deposits for imports will be redeemable after 30 days if the importer is willing to accept payment in Brazilian Treasury obligations.

A 150-day cash deposit equal to 80% of the value of the remittance applies also to financial transactions—a big increase from the 10% deposit requirement which became effective in April.

Licensing and Exchange Controls, Brazil—World Trade Information Service, Part 2, No. 61-93—should be amended to reflect the changes made under this governmental order.

Italy's 10% duty cut covers most categories

The only exceptions to Italy's August 28 10% across-the-board cut in import duties, the U.S. Embassy in Rome reports, are: coal, steel, atomic energy products; products benefiting from European Economic Community (EEC) "isolation," i.e., lead, zinc, sulphur, silk and derivatives; "common agricultural policy" (CAP) levy items; and products included in the August 1 compensatory withdrawals (polyethylene, etc.) related to U.S. escape-clause action on carpets and glass.

The reduction, described as a "temporary" measure to contain the upward price trend, will apply to present duties on imports from both EEC countries and third countries.

For third-country imports, duties will not be reduced below the EEC "common external tariff" (CXT). New duty rates will be rounded by lowering to the first decimal.

Argentina revamps 'drawback' system to promote exports

Paperwork, processing procedures modified for easier operation

A more easily operated and automatic export promoting system is expected to result from Argentina's Decree No. 8051 (August 10) modifying the documentary requirements and processing procedures of the "drawback" system, the U.S. Embassy in Buenos Aires reports.

Under this decree, the exporter may be reimbursed for all import duties, surcharges and special taxes on imported raw materials used in the manufacture of the exported article; on materials used in the preparation or packaging of an article which undergoes no modification in the manufacturing process; and on imported containers for the product or packing materials used in preparing the shipment for export.

Classification

Under a classification system set up to determine the amount of the drawback applicable to individual products, an exporter may request the fixing of the drawback amount corresponding to any particular product which has not already been classified and such information is to be given the inquirer within a period not exceeding 90 days.

The exporter is to receive the drawback amount due him from the Custom House immediately after a shipment has been effected. (For previous drawback regulations, see FOREIGN COMMERCE WEEKLY, Dec. 11, 1961, page 36, and Aug. 28, 1961, page 10.)

Indonesian SIVA's used for importing many commodities

Exporters can use permits, sell them through exchange banks

Foreign currency permits (SIVA's) may be used to import commodities not listed specifically on the approved SIVA lists, except automobiles for private use, Indonesia's Department of Trade has confirmed.

SIVA's are currently being issued to exporters for 15% of foreign exchange earnings from all exports except petroleum, according to the U.S. Embassy in Djakarta. (See FOREIGN COMMERCE WEEKLY, June 11, page 1075.) Exporters can use SIVA permits for their own imports or can sell them through foreign exchange banks in Indonesia to the highest bidder.

Quick profit

The Government initially permitted the use of SIVA's for practically all commodities on Tariff Lists A and B (the more essential imports) and for a specified list of commodities on Tariff List C (the less essential imports).

Right now, most SIVA permits are probably being used to bring in semi-luxury items guaranteeing a quick profit. However, essential items are in increasingly short supply because of reduced availability of official foreign exchange. Imports of such items with SIVA's are therefore likely to become increasingly attractive.

The general SIVA rate remained fairly steady at 675 rupiahs to the U.S. dollar during August.

Viet-Nam Government seeks various medical apparatus

The Government of Viet-Nam is inviting bids for various rubber and metal hospital items and other medical instruments, which include, but are not limited to, the following:

Hot water bottles and associated tubing and end pieces; rubber gloves and finger cots; rubber syringes; catheters; brass cylindrical and rectangular containers for sterilizing; stethoscopes; sphygmomanometers; oral and rectal clinical thermometers; metal splints; urinals; pitchers, pails and similar items.

Deadline for bids is Sept. 26. Bid invitation forms are in English. Descriptions and specifications of items are in French.

Bids are to be submitted to the Director, Central Purchasing Authority, Box H-5, Saigon, Viet-Nam.

Bid forms and specifications may be obtained from the Central Purchasing Authority, Box H-5, Saigon, Viet-Nam free of cost. Correspondence should cite invitation number 0624-10082.

Additional information is available on loan to U.S. firms in this country from the Trade Opportunities Staff, BDSA, U.S. Department of Commerce, Washington 25, D.C.; telephone: WOrth 7-4675.

United Arab Republic asks chemical processing plant

Bids are being invited by the United Arab Republic for the supply, erection and testing of a complete plant for the manufacture of soda ash, baking soda, and caustic soda.

The plant will include all of the necessary equipment for the production of soda ash by the solvay ammonia process, baking soda and caustic soda by the lime causticizing process.

The plant shall have a total output of 100,000 metric tons of soda ash per year, distributed as follows:

About 40,000 metric tons of soda ash for production of about 29,000 metric tons of solid caustic soda per year.

About 3,500 metric tons of soda ash for production of about 5,000 metric tons of baking soda per year.

The balance of about 56,000 metric tons reaching a maximum of about 60,000 metric tons of dense soda ash per year in case the baking soda plant is stopped.

Consideration has also been given for future development and expansion of the production program whereby the doubling of production is contemplated.

The following auxiliary plants will be included in the 3 basic sections: powerhouse, water supply and filter system, cooling water and/or refrigeration, air compression, drum making plant (for caustic soda), piping system.

Bids must reach the General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, no later than Feb. 4, 1963.

Copies of the bid invitation are available on loan to U.S. firms from the General Industrial Equipment and Components Division, BDSA, Room 4130, U.S. Department of Commerce, Washington 25, D.C., Telephone: WOrth 7-5589.

Republic of Sudan seeks communications cable

The Ministry of Communications in the Republic of the Sudan has invited bids for 36,000 feet of armored submarine cable.

In announcing the request for bids, the Ministry said all tenders must indicate a firm delivery date and that an early delivery date will influence the selection. The Ministry also announced that it is not bound to accept the lowest bids.

Deadline is Oct. 15. Tenders should be submitted to the Controller, Stores and Workshops, Department of Posts and Telegraphs, Light Industrial Area, Khartoum South.

A copy of the bid documents and specifications is available on loan from the Copper Division, BDSA, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2162.)

Syria extends bid date for technical services

The deadline for submitting bids in connection with the exploitation of newly discovered phosphate deposits in the Syrian Arab Republic has been extended to Oct. 1 by the General Organization for Executing the Industrial Projects, Damascus. (INTERNATIONAL COMMERCE, Aug. 13, p. 21).

Bids called for in Korea for variety of equipment

The Republic of Korea is inviting bids for a variety of testing equipment, optical instruments, laboratory apparatus, and accessories. These include, but are not limited to, the following:

Equipment for testing hydraulic pressure, surface roughness of fabrics, compression and recovery rates, and other test equipment; glossmeter, color standards, and similar types of color testing devices; microscope, refractometers, and other optical items; laboratory ovens, furnaces, water baths, Kieldahl apparatus, accessories for pipette machine, and other laboratory accessories; low frequency function generator, flux meters, phase meter, and other electric and electronic instruments; laboratory balance; and manometer gage.

Bid deadline is Sept. 24. Bids are to be submitted to the Office of Supply, Government of the Republic of Korea, Seoul, Korea.

Copies of the invitation to bid and associated specifications may be obtained free from Ching Soo Park, Procurement Officer, Embassy of Korea, 2322 Massachusetts Ave., NW., Washington, D.C. Request for copies should cite invitation number KFX-2092-S; project number A-12.

Luxembourg invites bids for air conditioning

The Luxembourg Ministry of Public Works has announced that tenders are being let for installation of air conditioning in a 22-story office building.

The building is being constructed of prestressed concrete and will be used mainly by the European Coal and Steel Community.

Bids will be opened on Oct. 13 at the Ministry.

Plans and specifications are available from the Ministry of Transports, 4, bd. Roosevelt, Luxembourg, for 2,000 Luxembourg francs (about $40).

Morocco sets new deadline on deep sea launch bids

Morocco has extended to Oct. 8 the bid deadline for construction of an 82-ft. deep sea launch (INTERNATIONAL COMMERCE, July 2, p. 21).

Bids on various items invited by E. Pakistan

Equipment ranges from marine diesel engines to chemicals

The Government of East Pakistan invites bids for items including marine diesel engines, machinery, chemicals, tools and workshop equipment, boiler plants, asphalt cement, and an 18-ton crawler crane.

A listing of the items wanted, with bid number and closing date, follows:

EPS/III/178/Chem/62, chemicals, Sept. 20; S-12/37, rotary drill rigs for sinking big tube-well, 2 sets, Sept. 20; S-7-69, winding machine, 3, warping machine, 3, and warping beams 300, Sept. 20; S-12/168, gas plant, Sept. 24; EPS/III/174/Chem/62, chemicals, dyes, and finishes, Sept. 24; S-7/68, textile machinery, various types, Sept. 24; S-12/132, marine diesel engines, 2, Sept. 25.

S-13/167/62, boiler and weighing scales, Sept. 25; S-13/1840/A, sanitary materials (plumbing), Sept. 26; EPS/VIII/1846/Engg/62, crawler-type crane, Sept. 27; S-11/115/62, studio lighting equipment, Sept. 27; S-9/77/MY/62, rolling log cutting table, Oct. 1; EPS/III/6/Chem/62, superzone heavy-duty roof coating (770 Imp. gallons) and zone aluminum roof coating (45 Imp. gallons), Oct. 2.

2-9/156/SCI/62, drilling machines, Oct. 2; S-13/185, boiler plant with auxiliaries, Oct. 3; S-9/175/Tools/62, tools and workshop equipment, Oct. 4; W-9/76/SCI/62, woodworking machinery—band saw machine, Oct. 10; S-9/91/SCI/62, portable motor-driven cold glue mixer, Oct. 10; S-9/113/SCI/62, electrical drill grinding machine, shaping machine, oxygen welding set, and electric winder, Oct. 10; S-9/162/SCI/62, water distilling apparatus, Oct. 16.

Bids should be addressed to the Director of Supply, P.I.D.C. House, Motijheel, Dacca, and should be received not later than 12 a.m. on the dates indicated.

Copies of the specifications, with bidding instructions, may be borrowed from the Trade Opportunities Staff, BDSA 111, Room 4016, U.S. Department of Commerce, Washington 25, D.C.

Mexico plans to purchase 500-passenger ferryboat

Mexico plans to invite international competitive bids on a ferryboat estimated to cost $3 million.

The boat will be purchased by the decentralized government agency known as Federal Toll Roads and Bridges, under a line of credit extended by the International Bank for Reconstruction and Development (IBRD No. 317 ME).

The ferryboat, which will have a capacity of 500 passengers and 100 automobiles, will ply between La Paz, Baja California, and Mazatlan, Sinaloa, a distance of 245 miles.

Firms interested in bidding should send completed questionnaires by October 1 to C. Director de Caminos Y Puentes Federales de Ingresos, Insurgentes Sur 214, 20 Piso, Mexico 7, D.F., Republica Mexicana.

Questionnaires in Spanish may be borrowed from the Transportation Equipment Division, BDSA, Room 4209, Department of Commerce, Washington 25, D.C. (telephone: WO. 7-3791).

Ocean terminal facilities proposed in Hong Kong

Plans for the erection in Kowloon of ocean terminal facilities have been announced by Hong Kong.

The 3-story structure, estimated to cost $7.78 million, is to cover an area 250 x 1,250 ft. The ground floor will be devoted to cargo operations and the upper floors will contain passenger facilities, including parking areas.

Some areas of these facilities will be air conditioned and completely modern.

Write to the General Manager, Hong Kong & Kowloon Wharf & Godown Co., Ltd., Hong Kong.

Coal-handling station needed in South Africa

U.S. companies are invited by the South African Railways, Johannesburg, to submit bids for two coal-handling stations, of 100-ton capacity each, to be built at Audtshoorn and Voorbaai.

Tenders should include design, fabrication and erection of steel work, supply and installation of coal handling, and miscellaneous equipment; bid deadline is Sept. 28.

Specifications may be reviewed in the Building Materials and Construction Industries Division, BDSA, Room 4002, Department of Commerce, Washington 25, D.C.

Iraq needs materials for overhead lines

U.S. manufacturers are invited by Iraq's Directorate General of Posts and Telegraphs to submit tenders for 46 items of fabricated steel tubing, stay plates, and miscellaneous parts, including galvanized wire.

Value of this procurement is estimated at $2.8 million; bids close on Nov. 18.

Terms and specifications may be obtained from Secretary of the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, at $22.40 plus $1.70 for airmail.

One set of bid forms, drawings, and specifications is available for review in the Building Materials and Construction Industries Division, Room 4002, BDSA, Department of Commerce, Washington 25, D.C.

Burma requests quotations on small diesel tractors

The Ministry of Defense, Government of Burma, has asked for quotations on small diesel tractors, 15, 25, 30 hp., together with 10-in. plows, cultivators, trailers, and related parts.

Cost of spare parts, 10% of tractor value for fast-moving items for first year operation, also are requested.

Quotations should reach the Director of Resettlement, Ministry of Defense, Rangoon, on or before Oct. 15.

Validity period, with approximately 2 months allowed for shipping, should extend to the end of December.

Copies of tender 3015-Palaya (NaSa)-58 dated Aug. 21, may be obtained from the ACME Division, BDSA, Department of Commerce, Washington 25, D.C.

Egypt invites bids for gas-turbine power station

Bids are invited by Egypt for a gas-turbine power station and distillation plant at Belayim. There is also information on qualifications of personnel and on facilities which may be needed for repairs.

Bids must be submitted by September 30 to the Managing Director, Compagnie Orientale des Petroles d'Egypte, S.A.E., 155 Mohamed Bey Farid St., Cairo, U.A.R., with provisional deposit of 2% of value of contract.

A copy of the specification is available on loan from the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Water meters, fittings called for in Iraq

Iraq's Ministry of Defense has issued a bid invitation (Tender BMW/19/961) for the following articles: water meters, 80, size ½ to 6 in.; various pipe fittings and valves, galvanized and brass; and 35,000 ft. of galvanized pipe from ½ to 6 in.

Bids must be submitted by Oct. 8 to the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.

Specifications are available on loan from the General Industrial Equipment and Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-5589).

Bids invited in Nicaragua for building materials

The National Housing Institute (INVI), Managua, Nicaragua, has called for bids for purchase, either directly or through local representatives, of the following materials for low-cost housing:

Toilets and washbowls, electrical conduit tubing, gooseneck couplings, galvanized iron and wire, galvanized iron pipe, asbestos-cement pipe, and water meters.

The materials will be in the amount of at least $500,000.

Listings and specifications of these items may be obtained from Instituto Nicaraguense de la Vivienda (INVI), Managua.

No documents or other information on this project are available from the U.S. Department of Commerce.

Mexico plans construction of two ferry terminals

The Mexican Government, through the Federal Toll Roads and Bridges Agency (Caminos y Puentes Federales de Ingresos) has announced plans for construction of ferry terminals and facilities.

Two terminals will be built, one at Mazatlan, Sinaloa, and another at La Paz, Baja, California.

Construction costs are estimated at $1.6 million.

In addition, dredging work will be undertaken at Mazatlan for a navigation channel 400 m. long and 100 m. wide at the bottom.

Dredging for an inner harbor about 300 m. square also is planned.

U. S. firms interested in bidding on this project are required to fill out a questionnaire, which must be returned before Oct. 1, giving information on their qualifications.

Qualified companies will be invited to submit bids.

Copies of the questionnaire and a general description of the project, in Spanish, may be obtained from the Building Materials and Construction Industries Division, BDSA, Room 4002, Department of Commerce, Washington 25, D.C.

Uruguay issues bid call for LPG bottling plant

Bids are invited by the Administracion Nacional de Combustibles, Alcohol y Portland of Uruguay from U.S. firms for construction details, layout, and supply of all materials and equipment for a liquid petroleum gas bottling plant.

Bids will be received until Oct. 2 at Edificio ANCAP, Paysandu y Avda. Agraciada, Montevideo, Uruguay.

Bid forms and specifications may be obtained from the Embassy of Uruguay, 2362 Massachusetts Ave., NW., Washington 8, D.C., by requesting plans for project No. 4953/62.

Specifications also are available for review in the Building Materials and Construction Industries Division, Room 4002, Department of Commerce, Washington 25, D.C.

U.A.R. asks for bids on machine tools

The United Arab Republic invites bids until Oct. 6 for machine tools and other metalworking equipment needed for exploitation of the iron ore deposit at the Baharia Oasis project.

Bids must be submitted direct to the General Organization for Executing the Five-Year Industrial Plan, 6 Khalil, Agha St., Garden City, Cairo, U.A.R., on a tender form obtainable from that address.

Bids must be accompanied by a provisional deposit of 2% of the contract.

The following equipment is included in the tender: Engine Lathes, 4; horizontal milling machine, 1; bench and pillar drilling machines, 3; bench and pedestal grinding machines, 4; punching and shearing machines, 1; forging equipment, portable electric drills ½ and ¾ in. capacity; shaping machine, 1; hacksaw machine, 1; twist drills, tap and dies, reamers, oxyacetylene welding and cutting equipment; arc welding equipment.

Additional information is available from Metalworking Equipment Division, BDSA, Room 4015, U.S. Department of Commerce, Washington 25, D.C.

El Salvador invites bids for airport project

The Minister of Public Works in El Salvador has invited bids until 12 noon Oct. 5 for expansion and improvement construction for the Ilopango International Airport in San Salvador.

The project will consist of the following work:

Construction of additions to and modifications in the passenger terminal building, the fire and crash station and the parking lot.

For specifications and requirements for awarding of the contract see INTERNATIONAL COMMERCE, Sept. 10, p. 14.

Nigerian Ports Authority to invite dredging bids

U.S. firms interested in bidding on dredging works for the Nigerian Ports Authority should communicate with Messrs. Coode and Partners, 2 Victoria St., London, S.W.1. England, consulting engineers for the project, not later than Sept. 28.

The work will involve lengthening and deepening the channel to 35 ft. at the mouth of the River Bonny in Eastern Nigeria. The quantity of spoil to be dredged is estimated between 17½ and 22½ million cu. yd.

U.S. firms should outline in detail their experience and qualifications to the consulting engineers.

Saudi Arabia to solicit sewage project tenders

Saudi Arabia will continue to accept applications until Sept. 23 from U.S. firms interested in bidding on construction of the Damman and Alkhobar water and sewage projects.

Forms, covering letters, and a general description of the project, estimated to cost $8 million, are available from the Water Projects Commission, Damman, Saudi Arabia, at $31.25 plus postage.

Specifications amended for Australian project

The Snowy Mountains Hydro-Electric Authority of Australia has amended specifications covering tender E.512 for 330-kv. circuit breakers, isolating switches, earthing switches, insulator stacks and current transformers for Murray Switching Station. (See International Commerce, July 30, p. 31, and Aug. 6, p. 27.)

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, U.S. Department of Commerce. NCIA following indicates no commercial information available.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

012 Fruit, Tree Nut, Vegetable Farms

Venezuela

Fresh vegetables and fruits; reply in Spanish. Clemente Campos R. (importing distributor, manufacturer's agent), Edificio Aventino, Aptmo 4, Calle Comercio, Sta. Monica, Caracas. WTD 7/18/62.

019 Miscellaneous Commercial Farm Products

Germany

Vegetable and flower seeds. J. Essers, Westdeutscher Samenbau u. Grosshandlung (importing distributor, wholesaler, and retailer), 4 Muehlenstrasse, Duesseldorf. WTD 7/6/62.

145 Clay, Ceramic, Refractory Minerals

Israel

★★ Kaolin and other types of clays for industrial use, barium sulfate, enamels (vitreous), transparent and opaque glazes; K. U. Deutsch, Mineral & Chemical Supplies, 55 Nahalat, Benjamin St., Tel Aviv.

200 Food, Related Products

Italy

Food products suited for hotels, restaurants, hospitals, and communities, especially canned meat, canned fruit, rice, orange and grapefruit juices without sugar, special kinds of fruit preserves that cannot be found in Italy, food products used in preparing breakfasts. Direct purchase and agent. Bevini, Ruggero (manfacturer's agent), 115 Viale Malmusi, Modena.

Libya

Applejuice and grapejuice; spices of all kinds; canned fruit pie mixes; canned sweet potatoes and vegetables; canned shrimp, lobster, crabs, clams, and other seafood; cake, hot roll, and pancake mixes; frozen chickens and turkeys, especially for Thanksgiving and Christmas time; canned chicken; meat products such as luncheon meats, hamburgers, chile con carne. Direct purchase and exclusive agency. P. Giacumidakis, Modern Grocery (importing wholesaler, retailer), P.O. Box 132, Benghazi. WTD 10/5/61.

201 Meat Products

Germany

Poultry, canned or frozen. reply in German. Hamburger Kaffee-Import-Geschaeft, Emil Tengelmann (food retail chain stores), 32 Ulmen Allee, Muelheim/Ruhr. WTD 8/8/62.

Israel

★★ Frozen meats, kosher and nonkosher. Ships Suppliers Import Co., Ltd., 20 Hanamal St., Haifa.

★★ Canned meats, kosher. Czopp Shlomo, 60 Merkaz Mishari St., Tel Aviv. NCIA ★

203 Canning and Preserving Fruits, Vegetables, Seafoods

Germany

Canned fruit. Reply in German. Hamburger Kaffe-Import-Geschaeft, Emil Tengelmann (food retail chain stores), 32 Ulmen Allee, Muelheim/Ruhr. WTD 8/8/62.

Israel

★★ Frozen fish, cod, other kinds. Czopp Shlomo, 60 Merkaz Mishari St., Tel Aviv.

★★ Dried fruits direct from packers. Raphael Meltz, 87 Allenby Rd., Tel Aviv.

Soybeans for oil processing; corn. Direct purchase and exclusive agency. Joseph F. Behr, Ltd. (importer, manufacturer's agent), 33a King George St., Tel Aviv. WTD 12/27/61.

Italy

Frozen orange, grapefruit, and lemon juice in concentrated form. Reply in Italian. Adria, S.p.A. (manufacturer), Savignano sul Rubicone, Forli.

Canned foods; lobster, shrimp, crabs, crabmeat, pineapple, pork and beans, fruit salad, grapefruit juice, prune juice, cranberry sauce, peanut butter, shelled pecans, shelled cashews, shelled Brazils; prunes, apricots, peaches, ready-to-serve prepared prunes. Edoardo Bondolfi (importer, wholesaler, and retailer dealing in groceries), Via Baldo degli Ubaldi 78 - 94 A.

Libya

First-grade dry chickpeas, 500 tons initial order, 1,500 tons annual requirement; requests price quotations c.i.f. Tripoli and possible short-term credit facilities. Yusul Saadi (importing wholesaler, distributor), 22 Sciara Annabigha, Tripoli. WTD 4/11/62.

Venezuela

Canned vegetables, fruits, and fish; reply in Spanish. Clemente Campos R. (importing distributor, manufacturer's agent), Edificio Aventino, Aptmo 4, Calle Comercio, Sta. Monica, Caracas. WTD 7/18/62.

204 Grain Mill Products

Italy

Breakfast cereals; corn flakes, bran flakes, whole wheat shreds, shredded wheat flakes, oven-toasted rice and oat meal. Edoardo Bondolfi (importer, wholesaler and retailer dealing in groceries), Via Baldo degli Ubaldi 78-94A, Rome.

Libya

Rice, polished and unpolished, first and second grade, 1,000 tons; requests price quotations c.i.f. Tripoli and possible credit facilities via FCIA or Eximbank for periods 3 mo. to 1 yr. Yusuf Saadi (importing wholesaler, distributor), 21 Sciara Annabigha, Tripoli. WTD 4/11/62.

208 Beverage Industries

Israel

★★ Wines, whiskies, liqueurs. Ships Suppliers Import Co., Ltd., 20 Hanamal St., Haifa.

209 Miscellaneous Food Preparations

Israel

★★ Crude soybean acid oil, acidity 55 to 75%. Raphael Meltz, 87 Allemby Rd., Tel Aviv.

★★ Pumpkinseeds. A. Carasso & I. Shlomo & Sons, 22 Zevulun St., Tel Aviv. NCIA.

★★ Baby foods. Czopp Shlomo, 60 Merkaz Mishari St., Tel Aviv. NCIA.

220 Textile Mill Products

Germany

Cotton, silk, and woolen fabrics for dresses, first class; reply in German. "Zet-Ka" Seidenspezialhaus Zimmerman &

Kath. (retailer), 75 Niederstrasse, Neuss a. Rh., WTD 8/16/62.

Stylish fabrics for ladies' and misses' dresses, only very modern designs in fabrics. Jochen & Gisela Schreyer K.G. (manufacturer, importer, and exporters), 5 Grosse Feldstrasse, Enger/W. WTD 8/3/62.

South Africa, Rep. of

Textile piece goods of all types. Direct purchase and agent. Elterman Agencies (Pty), Ltd. (manufacturer's representative), 51 Buitenkant St., P.O. Box 4166, Cape Town. WTD 6/20/61.

221 Broad Woven Fabric Mills, Cotton

Germany

Cotton rags and remnants, bleached and unbleached, from ¼-1 yd., from 1 yd. up and from 3 yd. up; piece goods or yard goods; colored cotton swatches in strips from 4 to 9 in. wide. H. Ewald Eickelmann (manufacturer of polishing buffs and discs and polishing brushes made of fibers and sisal), 66 Finkenstrasse, Bielefeld. WTD 7/27/62.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

England

Satin for padded greeting cards. Maxam & Co., Ltd. (publishers of greeting cards, wedding horseshoes, and 21st birthday cards in key form cutouts). 2/5 Dingley Pl. City Rd., London, E.C.I. WTD 6/28/62.

Germany

Printed nylon taffetas suitable for making ladies' dressing gowns. Direct purchase and agent. Gesellschaft fuer Velvet-Industrie mbH. (importer and manufacturer), 19 Jaegerstrasse or 334 Schliessfach, Krefeld. WTD 6/19/62.

227 Floor Covering Mills

Italy

A line of synthetic fiber carpet and rugs. C.I.M. S.p.A. Grandi Magazzini (department stores), Att: Paul Edward Allvin, Via Venti Settembre—Palazzo de Vetro, Rome.

229 Miscellaneous Textile Goods

Cyprus

★★ Fishing nets. Universal Agencies, Ltd., 10-12 Chr. Haggipavlu St., Limassol.

230 Apparel, Other Finished Products

Germany

Blue jeans and slacks for men, women, and children. H. Baumeister K.G. (manufacturer and importer), 19 Jaegerstrasse, Krefeld. WTD 8/1/62.

239 Miscellaneous Fabricated Textile Products

Italy

Bath towels, cotton terry, packaged for retail; bath mat sets with matching seat covers of natural or synthetic fibers; bed sheets with floral or other designs, packaged for retail, cotton; bedspreads and bed linen sets, cotton jacquard and chenille; outdoor sleeping bags, down and wool insulated; camping tents with automatically adjustable frames; flight bags for travel, sport, beach, of fabric, plastic, leather, or other materials. C.I.M. S.p.A. Grandi Magazzini, (department stores), Att: Paul Edward Allvin, Via Venti Settembre—Palazzo di Vetro, Rome.

Tunisia

☆ Jute bags, various sizes and types, value of $600,000. Bid deadline Sept. 24. Office of President Director General, Office du Commerce de la Tunisie, 13 rue Sidi Bou Mendil, Tunis.★

249 Miscellaneous Wood Products

Italy

Shoe racks, shoe trees, skirt and blouse hangers, tie racks, belt racks, trouser hangers; of steel, plastic, or other material. C.I.M. S.p.A. Grandi Magazzini (department stores), Att: Paul Edward Allvin, Via Venti Settembre—Palazzo di Vetro, Rome.

Netherlands

Metal or plastic picture frames, low-priced. Firma Wallage (importing distributor), 22 Rademarkt, Groningen.

251 Household Furniture

England

Metal household furniture. Venetian Vogue, Ltd. (manufacturer of venetian blinds and awnings), 240/242 Bath Rd., Slough, Bucks. WTD 5/28/62.

262 Paper Mill, Except Building Paper Mill

England

Cartridge paper. Maxam & Co., Ltd. (publishers of greeting cards, wedding horseshoes and 21st birthday cards in key form cutouts), 2/5 Dingley Place, City Rd., London, E.C.1. WTD 6/28/62.

Germany

Filtering paper for filtration of dusty air, in rolls or sheets. F. G. Baucus K.G. (importing distributor), 28 Koeln-Trierer Strausse (5372) Oberhausen/Eifel. WTD 2/21/62. Sample. ★

264 Converted Paper and Paperboard Products

England

Transparent packaging film rolls, sheets, and converted articles. Direct purchase and agent. Holman & Williams, Ltd. (importing distributors and manufacturers), 69 Blackfriars Rd., London, S.E.1. WTD 8/2/62.

Envelopes. Maxam & Co., Ltd. (publishers of greeting cards, wedding horseshoes, and 21st birthday cards in key form cutouts), 2/5 Dingley Pl., City Rd., London, E.C.1. WTD 6/28/62.

Germany

Paper collars for men's shirts. Reply in German. Hans H. Wendelborn (importing distributor), Hamburger Hochstrasse 43, Hamburg-Altona.

272 Periodicals, Publishing, Printing

England

Magazines. Lawrence J. (importer), 18 Segley Ave., Prestwich, Manchester. WTD 6/22/62.

273 Books

England

Paperback books. Lawrence J. (importer), 18 Segley Ave., Prestwich, Manchester. WTD 6/22/62.

280 Chemicals, Allied Products

Pakistan

Boric acid, zinc oxide, ammonia carb (lumps), soda ash, caffeine citras, phenacetin, iodum, cresote oil, copper sulfate, soda bicarb, ammonia chloride (bars), soda caustic, aspirin powder, phenalpthalin, methyl salicylate, potassium iodide, borax, codein phos powder, and any other chemicals. Direct purchase & agent. Modern Trading Co. (importing distributor, manufacturer, manufactorer's agent), 63 Nisbet Rd., Lahore. WTD 7/30/62.

281 Industrial Chemicals

Angola

Chemicals for making insecticides and fungicides, such as emulsifiers, solvents, DDT, parathion, malathion, lindane, and BHC; best quality wanted. Agran-Agroquimica de Angola, S.A.R.L. (manufacturer), Caixa Postal 67, Luanda. WTD 10/10/61.

Germany

Chemicals; antifreeze solutions or compounds for airport runways. Possehl Chemie und Isoliersto ffe GmbH. (importing distributor), Steinhoefft 11, Hamburg 11. WTD 1/9/62.

Iraq

• Furfural, 34,020 U.S. gallons; Tender 28/62. Bid deadline 12 noon Oct. 2. Tenders Committee Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone: WOrth 7-2090)

Israel

★★ Textile dyes. Seeks agency for U.S. manufacturer. Eltra Trading House, Ltd., Nahlat, Shiva, Jerusalem.

Italy

Basic industrial chemicals for making disinfectants, disinfestants, and insecticides, and other uses; Products from condensation of ethylene oxide with alkylphenol, with fatty acids, with fatty alcohols; sulfonated superior fatty acids; sulfonated secondary fatty acids; tridecylic alcohol condensed with ethylene oxide; sulfonated tridecylic alcohol; tridecylic alcohol, sulfonated and neutralized with sodium hydrate, potassium hydrate, triethanolamine and monoethanolamine; sodium ether-sulfate tridecyl; triethanolaminic ether-sulfate tridecyl; monoethanolaminic ether-sulfate tridecyl; ammonia ether-sulfate tridecyl; dodecyl-benzene-sulfonic acid, linear chain; sodium and potash salts, such as metasilicates, carbonates, bicarbonates, phosphates, polyphosphates, sulfamates, borates, all dried in atomization tower and with very low apparent specific gravity; fatty acids. Arnoldo Zucchet (manufacturer, importer), Via Pian Due Torri 54, Rome.

United Arab Republic

☆ Anhydrous ammonia, ammonium carbonate lumps, Freon 12 or Genetron 12, borax powder, chromic acid flakes, hydrogen peroxide 130° volume, sodium alginate, sodium aluminate, sodium bichromate, sodium perborate, other chemicals. Quotations should be net f.o.b. and c. and f. Alexandria prices. Loan 27; U.S. source. Bid deadline Sept. 28. The General Company for Trading & Chemicals, Chemical Branch, 26 Sherif Pasha St., Cairo, Egypt. Cable: GENKEMIX.★

282 Plastic Material, Synthetics

Israel

★★ Seeks long-term contract to buy about 5 million lb. polyethylene yearly on 180-day credit. Yarkon Plastics Products, Ltd., P.O. Box 814, Tel Aviv.

★★ Polypropylene for plastics and rubber industries. Direct purchase or agency. M. A. Altabeb, Ltd., 13 Bezalel St., Tel Aviv.

★★ Optical frames, high-quality. Karl Seidner & Sons, 8 Nachlat Benyamin St., Tel Aviv.

283 Drugs

Germany

Medical specialties; not veterinary medicines. Direct purchase and agent. Dr. Rentschler & Co. OHG (manufacturer, exporter, importer), 16 Mittelstrasse, Lauphem/Wuerttemberg. WTD 8/9/62.

Israel

Pharmaceutical raw materials; feedstuff concentrates, such as vitamins and amino acids. Direct purchase and exclusive agency. Joseph F. Behr, Ltd. (importer, manufacturer's agent), 33a King George St., Tel Aviv. WTD 12/27/61.

★★ Vitamins for animal feeds, all types. Ayalon Agricultural Supply, Ltd., 8 Nahalat Izkhak St., Tel Aviv.

★★ Drugs and chemicals for pharmaceuticals. Breiman Pharmacy, 56 Allenby Rd., Tel Aviv.

Pakistan

Vitamins: B-1, B-12, B-2, B-6 & K, B complex syrups and tablets, and C; multivitamins: tablets, tablets with minerals, drops, and syrups; Chloramphenicol: capsules, syrups, skin and eye ointments, eye drops with vitamin B complex; hydrocortisone; eye drops, eye ointments, skin ointments; testosterone propionate; aminophyllin; nikethamide, drops; progesterone; oesterdiol dipropionate; ethynol; chloroletracycline; dexamethasone; adernaline; calcium: gluconate, bromide; nicotonic acid; pituitary; tetracycline; sulphacetamide; glucose solution; antibiotics: penicilline G, crystalline sodium; streptomycine sulfate; dihydrosteplomycine sulfate, streptopenicilline; prophylactics; any new pharmaceutical specialty a manufacturer wants to introduce into the markets of Pakistan; list of pharmaceutical materials. Direct purchase and agent. Modern Trading Co. (importing distributor, manufacturer, manufacturer's agent), 63 Nisbet Rd., Lahore. WTD 7/30/62.★

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Germany

Toilet preparations; soaps, perfumes, cosmetics, and other items. Direct purchase and agent. Schwalbe & Watelet (manufacturer and importing distributor), Guentherstrasse 98, Hamburg 22.

Israel

★★ Wheat germ oil and carrot oil (containing carotine), and other cosmetic ingredients; cosmetics. Direct purchase or agency. Organization of Cosmetics, Herzl St., 10 Haifa.

★★ Cosmetics, all types. Direct purchase and agency. Aviv Chemicals Ltd., 7 Lachish, St., Tel Aviv. NCIA

Libya

Cosmetics; toilet preparations for men. Direct purchase and exclusive agency. P. Giacumidakis. Modern Grocery (importing wholesaler, retailer), P.O. Box 132, Benghazi. WTD 10/5/61.

286 Gum, Wood Chemicals

Israel

Wood oil. Direct purchase and exclusive agency. Joseph F. Behr, Ltd. (Importer, manufacturer's agent), 33a King George St., Tel Aviv. WTD 12/27/61.

289 Miscellaneous Chemical Products

Thailand

Empty gelatin capsules, hard-shell type for pharmaceutical products; various sizes. General Pharmaceutical (Bangkok) Co., Ltd. (importing distributor, manufacturer), 133/1-4 Rajprasong Rd., Bangkok. WTD. 12/16/60.

303 Reclaimed Rubber

Israel

★★ Reclaimed rubber for rubber industries. Direct purchase or agency. M. A. Altabeb, Ltd., 13 Bezalel St., Tel Aviv.

307 Miscellaneous Plastics Products

England

Housewares and all products suitable for distribution in department stores, builder's merchants stores, hardware stores, and soft furnishers. Venetian Vogue, Ltd. (manufacturer) 240/242 Bath Rd., Slough, Bucks. WTD 5/28/62.

311 Leather Tanning, Finishing

Germany

Lamb suede leather for making leather clothing and particularly for handbags; cowhide suede leather for making leather clothing; especially for handbags. Reply in German. Wifa Handelsgesellschaft mbH. (importing distributor), 50 Essenerstrasse, Muelheim/Ruhr. WTD. 6/27/62.

316 Luggage

Italy

Luggage, valises, trunks, related items; plastic covered, metal, leather, C.I.M. S.p.A. Grandi Magazzini (department stores) Att. Paul Edward Allvin, Via Venti Settembre—Palazzo di Vetro, Rome.

322 Glass, Glassware, Pressed or Blown

Israel

★★ Flameproof glassware and ceramics, Yona Schneider, Jaffa St., Jerusalem.

Venezuela

Glass bottles, flasks, containers, with their metal or other type caps; reply in Spanish. Clemente Campos R. (importing distributor, manfacturer's agent), Edificio Aventino Aptmo 4. Calle Comercio, Sta. Monica, Caracas. WTD. 7/18/62.

Viet-Nam

● Glass items for laboratory, 187 items, various quantities in each item. Invitation 0625-10082. Bid deadline 9 a.m., Sept. 26. Central Purchasing Authority, P.O. Box H-5, Saigon. Specification in French.★ (Telephone: WOrth 7-4387)

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Germany

Asbestos products such as yarns, twine, fabrics, gaskets; packings and yarn waste. Comex Textil Veredlungs- u. Vertriebsges. mbH. (textile finisher and distributor), 22 Klosterstrasse, Duesseldorf. WTD 5/23/61.

Pakistan

☆ Ferrosilicon in lumps, grade 75%. Loan 7; U.S. source. S/A No. RM 033047. Credit amount $6,793. Bid deadline Sept. 22. Pakistan Metal Refinery Co., Ltd., E-26 S.I.T.E. Manghopir Rd. Karachi. Cable: PACKARD.

331 Steel Mill Products

Ceylon

● Mild steel rounds 3/16 through 4 in. diameter, 14/16 ft. lengths, 19,511 cwt. M.S. flats, ⅛ to ¾ in. thick, ¾ to 6 in. width, 14/16 ft. lengths, 3,327 cwt. Conform to British standard specification 15 of 1948. Bid deadline Nov. 6. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo. Tender notice available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C.★ (Telephone WOrth 7-2363)

India

☆ Structural steel for powerhouse, Talcher Thermal Power Station. Loan 190; U.S. Source. Specification No. 1396-SS-1-D.ENQ/527. Bid deadline Oct. 1. Government of Orissa, Office of Engineer-in-Charge, Talcher Thermal Scheme, Bhubaneswar 1, Orissa. Copies of specifications may be obtained free of charge from Gibbs & Hill, Inc., Att: H. A. Johnson, 393 Seventh Ave., New York 1, N.Y.

Israel

★★ Tinplate, second quality. Agency only. Metalelectric Ltd., 13 Montefiore, Tel Aviv.

United Arab Republic

☆ Cold rolled steel sheet, commercial quality, thickness 0.015, 0.027, 0.047 in., size 1 x 2 m.; 2,000 metric tons; electrolytic tinplate waste, assorted to one size and one gage per skid, bright finish; 2,000 metric tons; Doall, or equal, Contour saws Model V-26 and attachments; workshop installation for General Motor vehicle overhauling operations; flourescent arcline lamps; Sylvania arcline, 50,000; fluorescent lamps 32 w., clay light; Doall or equal contour files; complete service alignment; metalizing machinery. F.A.S. and C. and F. basis. Loan 27; U.S. source. Bid deadline Sept. 25. Arab Foreign Trade Co., 12 Youssef El Guindi Cairo. Cable: ARABIMPEX., where all documents must be sent directly.

332 Iron & Steel Foundries

Pakistan

☆ Centrifugal cast iron pipes. Amendment to specification VA-2-ICA/65925/DLF/62. Changing specification WW-P-421B class 150 type II joint. All other terms and conditions of tender remain unaltered. Loan 6; worldwide. Bid deadline extended to Sept. 28. Director General of Supply & Development, Frere Rd., Karachi. Previously announced in CBD 7/25/62 and IC 7/30/62, p. 24, with bid deadline Aug. 15.

336 Nonferrous Foundries

England

Housewares of all products suitable for distribution in department stores, builder's merchants stores, hardware stores, and soft furnishers. Venetian Vogue, Ltd. (manufacturer), 240/242 Bath Rd., Slough, Bucks. WTD 5/28/62.

342 Cutlery, Handtools, General Hardware

England

Housewares and all products suitable for distribution in department stores, builder's merchants stores, hardware stores, and soft furnishers. Venetian Vogue, Ltd. (manufacturer), 240/242 Bath Rd., Slough, Bucks. WTD 5/28/62.

Germany

Aluminum flatware and kitchen utensils. Heinz Huettebraeuker (manufacturer and wholesaler), 5994 Oberrahmede/Westf. WTD 7/31/62.

Netherlands

New items in field of tools for installa-

tion of plastic tubes, for use in plastic and shipbuilding industries and by plumbers. Peck & Co. NV (importing distributor), 72-76 Nieuwendijk, Amsterdam. WTD 7/24/62.

343 Heating Apparatus, Plumbing Fixtures

Germany

Sanitary fittings; refrigeration fittings. Hansa Metallwerke AG (manufacturer), 107 Sigmaringer Strasse, Stuttgart-Moehringen. WTD 8/2/62.

Israel

★★ Valves, fittings, related items, for water storage pressure tanks. Robert Shemesh, Sh. B. 89, Beersheba. NCIA.

345 Screw Machine Products; Bolts, Nuts, Screws; Valves, Pipe Fittings

Iraq

● Brass gate valves, globe steel valves, forged steel gate valve screwed ends, screwed malleable iron fittings, screwed malleable iron unions, screwed bronze gate valves, bronze globe valves, screwed forged carbon steel gate globe valves, screwed forged steel fittings, screwed forged carbon steel ground joint unions, screwed hexagonal forged carbon steel bushings, and other assorted valves and pipe fittings, approximately 11,500 total. Tender 34/62. Bid deadline October 30. Warehouse and Purchasing Department, Government Oil Refineries Administration, Baghdad. ★ (Telephone: WOrth 7-5592)

Israel

★★ Wants to represent U.S. manufacturer of bolts and machine screws of aluminum and other nonferrous metals. Haboreg, Ltd., Reyakh Hasadot St., Nahhalat, Izhak. NCIA.

346 Metal Stampings

England

Housewares and all products suitable for distribution in department stores, builder's merchants stores, hardware stores, and soft furnishers. Venetian Vogue, Ltd. (manufacturer), 240/242 Bath Rd., Slough, Bucks. WTD 5/28/62.

Italy

Stainless steel kitchenware, pots, pans. C.I.M. S.p.A. (department stores), Att: Paul Edward Allvin, Via Venti Settembre —Palazzo di vetro, Rome.

Netherlands

Metal serving trays, low-priced. Firma Wallage (importing distributor), 22 Rademarkt, Groningen.

347 Coating, Engraving, Allied Services

South Africa, Rep. of

● Hot dip galvanizing bath, tank dimensions: Length 8 ft., width 2.5 ft., depth 4 ft., including following equipment: Oil burners, pyrometer gear, ready-use oil fuel tank, force draught fan, steel chimney, checkerplating for exhaust gas duct to chimney, any other equipment deemed necessary. Tender F. T. 35629. Bid deadline Sept. 17. For use by Naval Headquarters, Simonstown. The Secretary, State Tender Board, P.O. Box 371, Pretoria. ★ (Telephone: WOrth 7-5592)

353 Construction Machinery, Equipment

Germany

Snow throwers; snow sweepers; requests replies from U.S. manufacturers only. Kurt Buettner (importing distributors), 56 Mercatorstrasse, Duisburg. WTD 3/29/62.

India

☆ Skid shovel with multipurpose bucket, capable of performing shovel, clamshell, dozer, and scraper operation, 140 hp. crawler tractor, with 6 cylinder turbocharged diesel engine, closed hydraulic system, hydrospring shock absorber, 18 in., overlapping flat shoes with low profile, triple bar grouser shoes, crankcase guard, with all other accessories and attachments. Loan 157; U.S. source. IL#990178/DLF.157/61. Ref. No. 41(701)/61-AID-II. Bid deadline Sept. 28. The New India Mining Corp., Pvt., Ltd., 4 Lotus Ct., 196 Jamshedji Tata Rd., Bombay 1.

☆ Hot air blowers for the Sharavathi Valley hydroelectric project, first stage. Loan 120; worldwide. Inquiry No. HCP/SVHEP-26/July 1962. Bid deadline Sept. 25. Government of Mysore, Office of Chief Engineer, Hydroelectric Construction Projects, Post Bag No. 60, Race Course Cross Rd., Bangalore, where bids are to be sent directly. Tender documents available from India Supply Mission, 2536 Massachusetts Avenue NW., Washington 8, D.C., at $1.05 each, not refundable.

● Motor scrapers, 8; 7-10 cu. yd. capacity, diesel powered. Tender D/ENQ/525 invited by Director General of Supplies and Disposals, N. I. Bldg., Parliament St., New Delhi. Bid deadline 11 a.m., I.S.T., Sept. 25. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. Tender project/2691-N/2689-N/1; fee $1.05 each, not refundable.

Israel

★★ Ready-mix trucks, road-widening finisher, pneumatic vibrator, and material for crack detector, and tractor attachments. Cable, Ltd., 20 Haneem Anim St., Haifa. NCIA.

★★ Marble cutting machines, large. Lime & Stones Products Co., Ltd., P.O. Box 22, Haifa. NCIA.

★★ Earthmoving, forklift, port cranes, barges, and tubs. Itis Investment & Development Co., Ltd., 22 Amsterdam St., Tel Aviv.

★★ Road scraper and dumper with 15-25 ton capacity. Agency only. Sella Investment Equipment Agencies, Ltd., 3 Hashfela St., P.O. Box 20053, Tel Aviv.

★★ Construction equipment, complete line. A. P. Milstein, 125 Allenby Rd., Tel Aviv.

Italy

Grocery warehouse equipment and trucks; gasoline, electric and diesel forklift trucks, narrow aisle trucks, pallet trucks, trailers, gravity wheel and roller conveyors, skids and racks. Edoardo Bondolfi (importer, wholesaler, and retailer dealing in groceries), Via Baldo degli Ubaldi 78—94 A, Rome.

United Arab Republic

☆ Electric and diesel forklift trucks with spare parts and accessories, 10 pieces bulldozers type caterpillar on chains 120 hp. with spare parts and accessories, electric hand drills, grinding machines, street rollers; automotive maintenance equipment, testing machine for motor car engine; complete sets of taps and dies; tap wrenches and die holder, all in wooden boxes, Universal lathe chucks Roto record, 2 x 3 jaws, motor scrapers, asphalt finishers, autocranes. Loan 27; U.S. source. Bid deadline Sept. 30. Misr Foreign Trade Co., 7 Talaat Harb St., Cairo., where all documents must be sent directly. ★

354 Metalworking Machinery, Equipment

Germany

Machine for producing cold-rolled screw conveyors; spiral conveyors. "Wurag" Eisen-und Stahlwerke Aktiengesellschaft (manufacturer of cold-rolled strip steel and shafts and spiral conveyors), Obernahmerstrasse, Hohenlimburg / Westfalen. WTD 2/13/58.

India

Wire mill machinery to manufacture high tensile and mild steel wires; proposed plant to be located at Indore, Madhya Pradesh, has been granted license to manufacture 3,000 tons of high tensile steel wire and 900 tons of mild steel wire (black and galvanized) per annum; requests quotations with necessary technical data for complete plant with accessories, period of delivery, terms of payment. Indore Wire Co., Ltd. (manufacturer), Seksaria Chambers, 139 Medows St., Fort, Bombay 1.

☆ 10¼ in. tilting arbor saw, with guard, without motor, 16 pieces; 8 in. tilting arbor saw, with guard-type 'G', without motor, 20 pieces; 8 in. tilting arbor saw with guard type 'F', without motor, 21 pieces; 20 in. belt-driven jigsaws, 20 pieces; 6 in. belt and disc sander machines, 16 pieces; 12 in. automatic feed thickness planer machines, 6 pieces. Loan 217; U.S. source. IL#EI/GL/MTC/56/DLF/362. Ref. No. 63(90)/62-AID(1). Bid deadline Sept. 30. Honesty Trading Corp., Beaumon Chambers, Medows St., Fort, Bombay 1.

☆ +GF+ copying lathe, similar to Model KDM-11/100, including standard equipment and electrical equipment suitable for 400/440 v., 3 phase, 50 c., a.c., supply with tropical insulation and accessories. Loan 144; worldwide. Ref. No. NSIC/HP/2M-2401/62. Bid deadline Oct. 10. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Israel

★★ Automatic dyemaking equipment. Elizer Weiss, Acco St., Haifa Bay. NCIA.

★★ Metalworking equipment. Metalelectric, Ltd., 13 Montefiore, Tel Aviv.

★★ Metalworking equipment. Agency only. Mesco M.E. Scaffolding & Shuttering Co., Ltd., Haifa-Acre Rd., Haifa.

★★ Power handtools for do-it-yourself sales. Direct purchase or agency. Opit Teich, Ltd., 12 Derech Potah Tiqva, Tel Aviv.

Norway

Self-generating gas welders. Direct purchase and agency. Sveiseindustri A/S (importing distributor and manufacturer's agent), 15 Bentsebrugaten, Oslo.

Sweden

Machine tools, metalworking tools, foundry machines. Maskin AB, Karlebo (importing distributor, manufacturer's agent), P.O. Box 360, Stockholm 1. WTD 5/7/57.

Taiwan

☆ Press brake, 100 tons, seam welding machine. Loan 113; worldwide. Credit amount $22,600. Bid deadline Sept. 22. China Development Corp., on behalf of Tatung Engineering Co., 181-5, Chungshan North Rd., 2d section, Taipei. Cable: CHIDELCO, Taipei. ★

355 Special Industry Machinery

Cyprus

★★ Machinery for grading and packing

vegetables and citrus fruits. Ntinos A. Nicolaides, P.O. Box 176, Limassol.

Ecuador

Machinery for operation of small plant to refine land and extract oil; requests technical advice and possible assistance in initiating project. Epelboim & Ghitis (importing distributor), Calle Guayaquil 856, P.O. Box 2786, Quito.

Ethiopia

☆ Portable band saw for logs, four-sided electroplanning machine, automatic saw sharpener, rolling machine, electric chainsaw, one tractor, rear winch for tractor, truck. Loan 165; worldwide. Credit amount $40,000. Bid deadline Sept. 28. St. Rouphael Saw-Mill, Joinery & Carpentry, P.O. Box 939, Addis Ababa.

India

☆ Extraction steam feedwater heaters, 6; 3 high pressure, 3 low pressure; set of control for feedwater, heater levels, temperatures, pressures, combustion, including control panels and gage boards; demineralizer system for boiler feedwater makeup; set traveling water screen for salt water intake structure; set reverse current valves, for use in turbine steam extraction lines; elevator for plant service; complete powerplant piping systems, including pipe, fittings, valves, and hangers for main steam, hot and cold reheat, extraction steam, condensate, compressed air, water; hydraulic ash handling system, including ash water pumps and transport pipe; miscellaneous mechanical equipment, including various pumps, compressors, air dryers, hoists, lube oil treatment, fuel oil, suction; main power transformer, complete with accessories, rated 160 mva., 15 kv. delta, 100 kv. wye, 3 phase, 50 c.; auxiliary power transformers, complete with accessories rated 10,000 kva., 13 to 18 kv. delta, 3.3 kv. wye, 3 phase, 50 cs.; 2 standby auxiliary transformer, 20 mva./12.5 mva./20 mva., 100 kv./3.3 kv./23 kv. with 100 kv. wye, 3.3 kv. delta and 23 kv. wye connected; set generator main leads, metal enclosed, isolated phase, 15 kv.; 3 groups of metal-clad 250 mva. 3300 v. switchgear; station service transformers, 3, 1000 kv.-a, 3.3 kv./415 v.; 3 groups of metal-clad 600 v. switchgear coupled to motor control centers; diverter pole-type charging generator, 230 v. dc., distribution panel and storage batterv; power control cables as required; station grounding system; cathodic protection equipment; miscellaneous electrical equipment, such as copper pipes, push button stations, and control panels; interplant communications and signal system. Loan 37: U.S. source. Bid deadline Sept. 28. The General Manager, The Tata Power Co., Ltd., Bombay House, Bruce St., Fort, Bombav 1, where additional bidding information and specifications are available.

☆ Paper-cutting machine, type TNH. 107, complete with all standard accessories; paper-cutting knives for the machine, 12; 'Cef-Mor Brehmer' wire stitching machine, or equal, Model 685/1961, complete with all standard accessories. To be delivered at Kashi (N. Riv). Loan 144; worldwide. Ref. No. NSIC/HP/2D-2171/62. Bid deadline Sept. 28. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ 'Daniels', or equal 100-ton capacity downstroke press with extras; 192 individual cavity-tvpe compression mold. fitted with top ejection gear and with induction heating on the ejection side only, to produce a 23 ligne cup-type button, with 4 thread holes incorporated. The mold to be supplied with the necessary pellet loading tray and 20 spare cavities; 'Manesty', or equal, D 3RY rotary tablet machine, variable speed model, complete with one set of round punches and dies. To be delivered at Calcutta Port. Loan 144; worldwide. Ref. No. NSIC/HP/2C-1062/62. Bid deadline Oct. 13. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Patterson Mil-reactor, diameter 54 in., length 54 in. Loan 157; U.S. source. IL# 990292/DLF/57/61. Ref. No. 4(76)/62-AID-II. Bid deadline Oct. 3. M/s K.C.A. Pvt., Ltd., Chandralaya, Chandi Bazar, P.O. Box No. 34, Jamnagar (Gujarat). ★

☆ 40-ton slug press with material cylinder, or similar equipment; flux reclaiming equipment; tools for wire straightening and cutting machine. Loan 157; U.S. source. IL#99064/DLF-157/61/HQ/CGI. Bid deadline Sept. 31. Power Cables, Pvt., Ltd., Post Box No. 4, Kalyan, Gujarat.

☆ Waxing and laminating machine. Loan 157; U.S. source. IL#990120/DLF-157/61/HQ-CG.II. Ref. No. 41(744)/61-AID-II. Bid deadline Oct. 5. Rolls Print Co., Chowringhee, Calcutta 13. ★

☆ 4-loop elements, made up of 2 in. O.D. tubing, of .150 in. minimum wall thickness; outlet header 8⅝ in. O.D. x ¾ in. nominal wall thickness and approximately 17 ft., 11 in. long; set of roof seal plates per superheater. Loan 217; U.S. source. IL#A-597006/61/AU-DW/OCI/HQ/RM. Ref. No. 65(10)/62-AID(1). Bid deadline Sept. 27. Textile Machinery Corp., Ltd., Belgharia, 24 Parganas, West Bengal. Cable: TEXMACO, Calcutta.

Israel

★★ Machinery for rice hulling and polishing. A. Carasso & I. Sholomo & Sons, 22 Zevulun St., Tel Aviv.

★★ Baking and processing machinery for matzos. Moladetenu, Ltd., Industrial Zone, Saffad.

★★ Food canning machinery. Judean Hills Enterprises, Maaleh, Hahamisha, Jerusalem.. ★

★★ Machinery for multicolor printing, embossing, and packaging of cosmetics. Israel Packaging Institute, 2 Carlebach, Tel Aviv.

★★ Machinery for making aerosol cans and cosmetics, insecticides, waxes, related items. Tarsis Agricultural & Industrial Chemicals Co., Ltd., 66 Levinsky St., Tel Aviv.

★★ Chemical machinery. Agency only. Eilon Engineering Co., Ltd., 16 Vitkin, Haifa.

Hong Kong

Equipment for processing Chinese-type preserved duck to be exported to United States: Edible oil circulating and filtration system for use in continuous circulation and filtration of peanut oil; kerosene or LPG-operated heating system with thermometers required to operate in conjunction with above; cafeteria-style aluminum or stainless steel trays; seamless galvanized or stainless steel vats or drums of approximately 30 gal. capacity. Ferdinand M. Castro, Secretary, Ta Hing Co. (Hong Kong), Ltd. (food processor), St. George's Bldg., Ice House St. WTD 11/27/61.

Malaya

Machinery for making cement roofing tile; capacity 2,500 pieces per hour. Sim Lim Co., Ltd., 81 Ampang Rd., Kuala Lumpur. WTD 8/10/61.

South Africa, Rep. of

● Hoist, electrically driven ½-ton medium duty, and runway trolley. Tender FT 35629. Bid deadline Sept. 17. For use by Naval Headquarters, Simonstown. The Secretary, State Tender Board, P.O. Box 371, Pretoria. ★ (Telephone: WOrth 7-5592)

Thailand

New or used flourspar flotation plant, capacity 1,000 to 2,000 tons of concentrated flourite monthly; c.i.f. or f.o.b. prices as soon as possible. Universal Mining Co., Ltd., c/o Siam Motor Co., Ltd., Rama 1 Rd., Bangkok.

Uganda

Machinery for complete modern and automatic plant for manufacturing hard gelatin capsules, capacity of 150 million capsules yearly; plant to be located in India; catalogs and descriptive literature wanted. Dalwadi & Co. (agent, importer, exporter, manufacturer's representative), P.O. Box 700, Jinja. WTD 11/27/61.

356 General Industrial Machinery, Equipment

Cyprus

★★ Machinery for making welding rods. Chris. Pattichis, P.O. Box 300, Limassol.

Greece

● Antifriction and clutch discs for Caterpillar D-4, D-6, D-7, D-8 bulldozers; tournatractor; Allis Chalmers H-D-21, caterpillar graders No. 12 9K; Adams graders 440. Value $30,000. Bid deadline Oct. 2. Tender 84724. Ministry of Interior, Directorate General of Administration Services, Technical Equipment Division, 2 Dragatsaniou St., Athens. ★ (Telephone: WOrth 7-5592)

Iran

● High-pressure ventilator, 1; 20 to 30 m^3 per minute, air passes through acid tower. Bid deadline Oct. 1. Edareh Taslihate Artech, DT/Section, (Armament Department of Imperial Iranian Army) Ave. Jale, Teheran.★ (WOrth 7-5589)

Israel

★★ Rotary air compressors, portable and stationary, with diesel driver. Joseph Mueller, A. H. Engineer, Ltd., P.O. Box 243, Haifa. NCIA.

★★ Sewage pumps, unscreened to handle 1,000 m^3 per hour; 50 m. typographical head. Direct purchase or agency. Neghushtan, Ltd., Jaffa-Tel Aviv Rd., Tel Aviv.

★★ Centrifugal pumps for coupling, complete with diesel engines. Robert Shemesh, Sh. b. 89, Beersheba. NCIA.

Pakistan

● Centrifugal water pumps, 4; 1 w/capacity of 1,850 g.p.m., 3 w/capacity of 530 g.p.m., bid deadline Sept. 14; Tender S-10/88 (62-63). Bore-hole turbine pumps driven by 56-60 hp. diesel engine and 50 b.h.p. electric motor, 4 sets, bid deadline Sept. 18, Tender No. S-10/9/62-63. Deep-well turbine pumps, delivering capacity of 200 imp. g.p.m., 12 sets, bid deadline Sept. 8, Tender No. S-10/38/62-63. The Director of Supply, P.I.D.C. House, Motijheel, Dacca. ★ (Telephone: WOrth 7-5592)

Philippines

Water system household pumps, deep-well turbine pumps, centrifugal pumps. Direct purchase and agent. Unel's Machinery & Supply (importing distributor), 717 Evangelista, Sta. Cruz, Manila.

South Africa, Rep. of

● Sewage ejector, supply, delivery, installation, and testing of one complete sewage ejector installation, comprising 2 sewage ejectors, 2 air compressors, 1 air receiver and necessary valves, fittings, and piping for connecting the ejectors to the existing sewage reticulation, including electric motors and starters, for plant. Bid deadline Sept. 18. Tender F.925. Chief Stores Superintendent, S.A.R., P.O. Box 8617, Johannesburg. ★ (Telephone: WOrth 7-5592)

357 Office, Computing, Accounting Machines

Israel

★★ Digital instrumentation, and allied parts and accessories. Istelco Agencies, Ltd., 42 Mazeh St., Tel Aviv. NCIA.

Italy

Scales. Edoardo Bondolfi (importer, wholesaler and retailer dealing in groceries), Via Baldo degli Ubaldi 78-94 A, Rome.

Bathroom scales. C.I.M. S.p.A. Grandi Magazzini (department stores), Att. Paul Edward Allvin, Via Venti Settembre—Palazzo di Vetro, Rome.

358 Air-Conditioning Equipment

India

☆ Air-conditioning equipment for DVC Chandrapura Thermal Power Station. Loan 125; worldwide. Ref. D/ENQ/Misc. Bid deadline Sept. 28. Specifications available at India Supply Mission, 2536 Massachusetts Avenue NW., Washington 8, D.C. Send quotations to Chief Electrical Engineer, Damodar Valley Corporation, Anderson House, Alipore, Calcutta 27.

Israel

★★ Freezer plant. Pardess Cooperative Society of Orange Groves Ltd., 8 Kaplan St., Tel Aviv. NCIA.

★★ Water softeners for individual homes with capacities for groups of homes. Robert Shemesh, Sn. b. 89, Beersheba. NCIA.

Italy

Equipment for supermarkets, superettes, and self-service stores; refrigerated display counters, revolving counters, and store fixtures of every description including display fixtures, scales, slicers, fruit juice, and dispensers. Edoardo Bondolfi (importer, wholesaler and retailer dealing in groceries), Via Baldo degli Ubaldi, 78-94A. Rome.

Norway

Ultrasonic cleaning machinery for curtain textiles. Tangens Gardinfabrikk A/S (manufacturer of curtain textiles), Bergen. WTD 4/28/60.

Coin-operated commercial drycleaners. Trygve Wedset (importing distributor), 10 Storgaten, Oslo. WTD 8/15/62.

Pakistan

● Absorption - type air - conditioning equipment, 2 units: Tender PUR. 23-19/62/452, bid deadline Sept. 24; Tender PUR. 23-8/62/450, bid deadline Sept. 20. Centrifugal-type air-conditioning equipment, 2 units: Tender 23-8/62/449, bid deadline Sept. 20; Tender 23-19/62/451, bid deadline Sept. 24. Purchase Coordinating Officer, Pakistan Post and Telegraph Directorate General, Block No. 48-A, Government Offices, Shahrah-Iraq, Karachi. Tender documents available from Consulate General of Pakistan, 12 N. 65th St., New York 21, N.Y. (Trafalgar 9-5800, Ext. 18).★ (Telephone: WOrth 7-5592)

359 Miscellaneous Machinery, Except Electrical

Israel

★★ Garage equipment including tools. Levinson Bros. Engineers, Ltd., 33 Hahashmal, Tel Aviv.

361 Electric Transmission, Distribution Equipment

Iraq

● Meter test benches, 20; for testing, adjusting, and calibrating house-type service meters, complete with instruments mounted in metal cabinets, test leads, and other components necessary to perform multitest operation. Bid deadline Oct. 20. Secretary of Purchases and Tenders Committee, Ministry of Municipalities, Baghdad, where forms and specifications are available at one Iraqi dinar a copy. Two copies of bid forms required.★ (Telephone: WOrth 7-2775)

Israel

★★ Switchboard parts for local assembly, high tension line. Citor Ltd., P.O. Box 33, Holon. NCIA.

★★ Electrical contraction equipment, electrical switchgear equipment-LV. Direct purchase or agency. A. Kahn, Ltd., 123 Allenby Rd., Tel Aviv.

United Arab Republic

☆ 30-photo electric colorimeter, type 401A LEMETRON with calibrated card group B set on 220 v. 50C, or provided with set down transformers for 220 v.; 30-spare fused photo cells for same, with socket and leads; 30 sets of 4 matched glass tubes O. D. 18 mm.; 30, same, 22 mm.; 30 complete sets replacement filters; 2-model 14 Universal spectrophotometer 6-054; 2-Model 21 Flamephotometer; 2-air compresses for same; 2 auto-transformers for 220 v., 50 c.; 2 sets filters and recommended accessories for spectrophotometer and flamephotometer; 4 cooling incubators type 460044—5 to 55 C set on 220 v., 50 c., (or provided with MC & F step-down transformer). Loan 27; U.S. source. Bid deadline Sept. 28. The General Company, for Trading & Chemicals, S.A.E., Branch Amon, Cairo, where further information and specifications are available.

362 Electrical Industrial Apparatus

Cyprus

★★ Electrical supplies and machinery. Arist. S. Kyriakides & Son, Pember Reevs St., Limassol.

Israel

★★ Automatic controls, particularly for refrigeration, heating, and air-conditioning. Direct purchase and agency. Radion Engineering Co., Ltd., 4 Rothschild Blvd., Tel Aviv.

★★ Portable generator, 5 hp. Cable, Ltd., 20 Haneemanim St., Haifa. NCIA.

Norway

Resistance welders, electrodes, and related products. Direct purchase and agency. Sveiseindustri A/S (importing distributor and manufacturer's agent), 15 Bentsebrugaten, Oslo.

363 Household Appliances

Cyprus

★★ Electrical appliances. Cyprus Radio-electrix Co., 120 Ledra St., Nicosia.

Israel

★★ Household electrical appliances such as televisions, radios, washing machines, mixers. Export and agency. Iwena Co., 56 Jaffa Rd., Jerusalem.

★★ Household appliances. Direct purchase or agency. Pasco Electric, Ltd., 31 Gruzenberg St., Tel Aviv.

★★ Refrigerators for apartments, compact built-in type. Agency only. Silberstein Bros., Kingsway 55, Haifa.

Italy

New or unusual household kitchen items; electric mixers, juicers, and ice crushers; bottle openers and related items. Electrical items should be able to operate on 50-c. current. C.I.M. S.p.A. Grandi Magazzini (department stores), Att: Paul Edward Allvin, Via Venti Settembre—Palazzo di Vetro, Rome.

364 Electric Lighting, Wiring Equipment

Italy

Marine electrical supplies; watertight sockets, plugs, fuses, related items. Gart Adriatica Ship Stores (representative of foreign firms in Ancona area; wholesaler in supplies for ships), Via delle Loggie 5, Ancona.

366 Communication Types

Israel

★★ UHF and side band communications equipment, both fixed and mobile, commercial AM and FM transmitters. Istelco Agencies, Ltd., 42 Mazeh St., Tel Aviv. NCIA.

★★ Traffic counters, motion detection devices, fire, smoke, and radar speed detection devices. Signalon, Ltd., 4 Herzel St., Tel Aviv.

367 Electric Components, Accessories

Israel

★★ Converters for 12-220 v. Jacob Etkes, Shivat Zion, Haifa.★

★★ Electrical and electronic parts. Direct purchase and agency. Metalectric Ltd., 13 Montefiore, Tel Aviv.

★★ Radio components and parts. Electro Radio Likverman, 21 Allenby St., Tel Aviv.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Pakistan

X-ray machines and equipment, E.C.G. machines. Direct purchase and agent. Modern Trading Co. (importing distributor, manufacturer, manufacturer's agent), 63 Nisbet Rd., Lahore. WTD 7/30/62.

371 Motor Vehicles, Equipment

Angola

Replacement parts and accessories for all standard U.S. motor vehicles; reply in Portuguese with brochures, pricelists, and other pertinent information. Morgado & Silvas, Ltda. (importer, distributor), Caixa Postal 246, Benguela. WTD 11/25/60.

India

☆ 300 Universal joint repair kit for Chevrolet trucks, 42-52, corresponding to Hardy Spicer No. K5-18; 300 Universal joint repair kits for Willys Jeep CJ3B, corresponding to Hardy Spicer No. K.521; 100 Universal joint repair kits for Dodge G & H Service trucks, corresponding to genuine part No. 1238416. Loan 217; U.S. source. IL#265012. Ref. No.(60) 334/62-AID(1). Bid deadline Sept. 29. Madras Auto Service, Pvt., Ltd., 37 Mount Rd., Madras 6. Cable: AUTOSERV, MADRAS.

United Arab Republic

☆ Automobile electric parts; electric bulbs, fluorescent tubes, electric irons. Loan 27; U.S. source. Bid deadline Sept. 28. The General Co. for Trading & Chemicals, 26, Sharia Sherif Pasha, P.O. Bag, Cairo, where specifications are available. Cable: GEN PHARM.

381 Laboratory Equipment, Supplies

Viet Nam

● Laboratory equipment and supplies, 119 items of various descriptions and quantities, including burners, agitators,

chronometers, rheometers, balances, weights; metal instruments and equipment; crucibles, mortars and pestles, related items of porcelainware; rubber stoppers; paper filters, related items. Invitation 0626-10082. Bid deadline 9 a.m., Sept. 26. Central Purchasing Authority, P.O. Box H-5, Saigon (Cable: MAIDICH SAIGON). Invitation in English, specifications in French.★ (Telephone: WOrth 7-2934)

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

India

● Strain meter testing set, 1, with 3 spare galvanometers; bidding restricted to product of U.S. origin. Tender S/3/DLF/REIN. Bid deadline Sept. 25. Forms and specifications available free of cost from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.★ (Telephone: WOrth 7-2775)

383 Optical Instruments, Lenses

India

☆ Infrared spectrophotometer, with accessories. Loan 157; U.S. source. IL#990691/DLF-157/61. Ref. No. 4(8)/62-AID-II. Bid deadline Sept. 29. The Tata Oil Mills Co., Ltd., Bombay House, Bruce St., Fort Bombay 1.★ Cable: TATOILS, Bombay.

384 Surgical, Medical, Dental Instruments, Supplies

Iraq

● Miscellaneous dental supplies consisting of burs, broaches, porcelain teeth, other items. Hospital supplies consisting of sutures, suture needles, and miscellaneous dressings. Tender Med/1/62. Director of Contracts and Purchases, Ministry of Defense, Baghdad. Bid deadline Oct. 1. Terms and specifications $1.40 a set.★ (Telephone: WOrth 7-2934)

● Electric automatic sterilizers, 300. Bid deadline Oct. 21. Terms and specifications may be obtained from Central Foreign Purchasing Board, Ministry of Finance, Baghdad, at $4.20 plus 70¢ airmail charges.★ (Telephone: WOrth 7-2934)

● Steam sterilizers (autoclaves) with boilers, 4. Bid deadline Oct. 14. Terms and specifications may be obtained from Secretary of Committee, Ministry of Finance, Baghdad, at $2.80 plus 70¢ airmail charges.★ (Telephone: WOrth 7-2934)

Italy

Surgical instruments of chromed or rustproof steel, plastic and rubber cardiac catheters and probes; very good quality preferred. Direct purchase and agent. Giuseppe Faccin (importer, wholesaler, retailer), Via Vittorio Veneto 18, Udine. WTD 8/1/62.

Pakistan

Stethoscopes; syringes, all sorts; blood pressure and diagnostics equipment. Direct purchase and agent. Modern Trading Co. (importing distributor, manufacturer, manufacturer's agent), 63 Nisbet Rd., Lahore. WTD 7/30/62.

Turkey

☆ Self rescuers (safety equipment), 3,000; replaceable cartridges, 1,000. Ref. No. 246-EKD/3365. Loan 70; worldwide. Bid deadline Oct. 22. Turkiye Komur Isletmeleri Kurumu, Etibank Binasi, Sihhiye, Ankara, where complete specifications may be obtained.

386 Photographic Equipment

Iraq

● Portable light measuring apparatus for cine studio, 1; complete with filters, for measuring intensity of light on various ranges from 80 to 20,000 Lux. One dolly with 2 seats and tripod to hold movie camera and move on a rail 150 m. long, or any other factory specification. Tender Cont/MISC/22/961. Bid deadline 12 noon, Oct. 10. Tender and specifications available from Director of Contracts and Purchases, Ministry of Defense, Baghdad, at $1.40 (I.D. o/500).★ (Telephone: WOrth 7-2778)

391 Jewelry, Silverware, Plated Ware

Italy

Stainless steel flatware. C.I.M. (SpA)—Grandi Magazzini (department store), Att: Paul Edward Allvin, Via Venti Settembre—Palazzo di Vetro, Rome.

394 Toys, Amusement, Sporting, Athletic Goods

England

Toys. Direct purchase and agency. Cotswold Plastics, Ltd. (importing distributors, agents and manufacturers), Cotswold House, 7 Crawford Passage, Farringdom Rd., London E.C.1. WTD 7/26/62.

Israel

★★ Toys and novelties, all types. L. Hahn, 7 Shamei St., Jerusalem.

Italy

Toys and games; complete line, including educational toys and games; cowboy equipment, telephones, miniature engines, car models; sporting goods; basketballs and basketball equipment, roller skates, ice skates; personal fishing equipment, spinning rods; reels, lures, equipment, nets; C.I.M. S.p.A. Grandi Magazzini (department stores), Att: Paul Edward Allvin, Via Venti Settembre—Palazzo di Vetro, Rome.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Italy

Costume jewelry; full line including necklaces, bracelets, ear drops, and brooches. C.I.M. S.p.A. Grandi Magazzini (department stores), Att: Paul Edward Allvin, Via Venti Settembre, Palazzo di Vetro, Rome.

399 Miscellaneous Manufacturing Industries

England

Advertising novelties. Direct purchase and agency. Cotswold Plastics, Ltd. (importing distributors, agents and manufacturers), Cotswold House, 7 Crawford Passage, Farringdom Fd., London E.C.1. WTD 7/26/62.

Novelty items, especially welded plastic goods suitable as premium offers, premium inserts, or give-aways. Direct purchase and agency. Cubex, Ltd. (importers, distributors, wholesalers), 110 Fenchurch St., London, E.C.3. WTD 8/16/62.

Italy

Metal and plastic soap dishes, towel racks, cosmetic chests. C.I.M. (SpA)—Grandi Magazzini (department store), Att: Paul Edward Allvin, Via Venti Settembre—Palazzo di Vetro, Rome.

Sweden

Advertising novelties and specialties, display material and equipment, window displays. Handels- & Fabriksfirman Stiko (importing distributor, manufacturer's agent), Vallingatan 35, Stockholm C. WTD 4/9/62.

508 Machinery, Equipment, Supplies

Cyprus

★★ Used mobile crane with magnet for picking up scrap metal, and hydraulic press for making bundles of light sheet scrap. N. P. Yerolemides & Sons, 15 Dioniseus St., Nicosia.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, Tree Nut, Vegetable Farms

Norway

Fresh fruit; apples and pears. A/S Norsk Argentisk Handelskompani (importing distributor and manufacturer's agent), 12 Torgalmenning, Bergen. WTD 2/9/62.

200 Food, Kindred Products

Germany

Canned foodstuffs, including meat, vegetables, and fruit, for sale in department store. Joseph Jaecklein (importer, retailer), 5 Bahnhofstrasse, Meppen/Emsland. WTD 8/13/62.

Ireland

Grocery items, such as instant cake mixes, maple syrup. John McCarthy & Sons (importing distributor), The Docks, Athlone, Co. Westmeath. WTD 5/21/62.

Italy

Food products: canned meat, canned ham, luncheon meat, sausage; canned fish, smoked fish, salted fish, canned fruit, dried fruit, confectionery products, bourbon whisky, and food specialties in general; first-quality products. Eurimport di G.C. (manufacturer's agent), 5 Via de' Poeti, Bologna.

Philippines

Canned foods; quality products for volume sales. Theo. H. Davies & Co., Far East, Ltd. (importing distributor, exporter), Bonifacio Drive, Manila. WTD 3/8/62.

203 Canning and Preserving Fruits, Vegetables, Seafoods

Germany

Canned fruit, juices, vegetables (beans,

peas, cucumbers), canned fish, meat and specialties. Spritag Inh. Carl Josef Schmidt (manufacturer's agent), 5-7 Robert-strasse, Koeln-Kalk. WTD 8/2/62.

Italy

Supplies for food industry: dehydrated vegetable flakes and powder (asparagus, spinach, onion, garlic, red beet), potato powder, fruit powder, related items. Reply in Italian and French. Fazio, Calogero (manufacturer's agent), 80, via S. Vitale, Bologna.

Norway

Dried peas; green and yellow, whole and split. Erling Odner & Sonn (manufacturer's agent), 14 Skippergaten, Oslo. WTD 5/23/60.

Dehydrated vegetables; especially interested in dehydrated onions. Rolf Jensen (manufacturer's agent), 1 Bankplass, Oslo. WTD 6/7/62.

Philippines

Canned fruits and vegetables. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

204 Grain Mill Products

Malaya

Animal feed for poultry and swine. Malayan Arms Co., C-33 Suleiman Court, Kuala Lumpur. WTD 2/27/62.

208 Beverage Industries

Philippines

Bourbon whisky. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

220 Textile Mill Products

Germany

Hosiery, curtains, decoration fabrics, carpets, lingerie, related items, for sale in department store. Joseph Jaecklein (importer, retailer), 5 Bahnhofstrasse, Meppen/Emsland. WTD 8/13/62.

Netherlands

Fabrics for men's and women's outerwear. A. Roos Hzn. (manufacturer's agent), 20 Emmastraat, Amsterdam.

225 Knitwear

Germany

Men's and ladies' cotton and synthetic fiber underwear, sweaters, bathing suits, and related items. Paul Koch-Wandsbek (manufacturer's agent), Rodigallee 17c, Hamburg-Wandsbek.

228 Yarn, Thread Mills

Netherlands

Industrial yarns of all sorts and composition. Exclusive distributorship. Albert Beyers, N.V. (commission agent and importer of wool), 39 Gasthuisstraat, P.O. Box 501, Tilburg.

Norway

Yarns of synthetic fibers for manufacturing textiles. H. L. Holler (manufacturer's agent), 62 Kong Oscarsgate, Bergen. 6/21/62.

229 Miscellaneous Textile Goods

Cyprus

Oilcloth. S. J. Seraphim (manufacturer's agent, commission merchant), P.O. Box 598, Nicosia. WTD 8/7/62.

230 Apparel, Other Finished Products

Cyprus

Haberdasheries. S. J. Seraphim (manufacturer's agent, commission merchant), P.O. Box 598, Nicosia. WTD 8/7/62.

Germany

Textiles and clothing, including ladies', men's, and children's garments, lingerie. Joseph Jaecklein (importer, retailer), 5 Bahnhofstrasse, Meppen/Emsland. WTD 8/13/62.

Germany

Men's and ladies' cotton and synthetic fiber underwear, sweaters, bathing suits, and related items. Paul Koch-Wandsbek (manufacturer's agent), Rodigallee 17c, Hamburg-Wandsbek.

234 Women's, Misses', Children's, Infants' Under Garments

England

Wishes to distribute inexpensive ladies' underwear; brassieres and corsets. J. Armstrong, Textiles, Ltd. (importing distributor), 36 Oxford Circus House, 245 Oxford St., London, W.1. WTD 8/2/62.

239 Miscellaneous Fabricated Textile Products

Cyprus

Tablecloths. S. J. Seraphim (manufacturer's agent, commission merchant), P.O. Box 598, Nicosia. WTD 8/7/62.

242 Sawmills, Planing Mills

Netherlands

Southern pine and Douglas fir: 22,000 bd. ft. of each, No. 2, clear and better, up to 15% No. 3 allowed, in each parcel 50% of 1¼ in., 10% of 2 in., and 20% each of 2½ in. and 3# thick, 6 in. and up wide; urgently requests price quotations c.i.f. Rotterdam with time of delivery and average width and length separately for air dried and kiln dried. Philip Ham's Agenturen Peham (importer, exporter, agent), 59 Danckertstraat, The Hague.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Philippines

Laminated wood sheets and other wood construction materials. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

249 Miscellaneous Wood Products

Denmark

Concrete forms, form clamps. Just Moller (manufacturer's agent), 8 Kastanie Alle Humlebaek. WTD 8/14/62.

252 Office Furniture

Cyprus

Office equipment; desks and cabinets. S. J. Seraphim (manufacturer's agent, commission merchant), P.O. Box 598, Nicosia. WTD 8/7/62.

262 Paper Mills, Except Building Paper Mills

Cyprus

Paper, creaseproof, sulphite and shelf paper. Kourtellas & Co. (manufacturer's agent, commission merchant), 22-24 Pericles St., Nicosia. WTD 8/7/62.

Paper. S. J. Seraphim (manufacturer's agent, commission merchant), P.O. Box 598, Nicosia. WTD 8/7/62.

Germany

Coffee and other filter papers as per 12 samples. ★ Reply in German. Rudolf Moeller (manufacturer's agent), 22 Ziethenstrasse, Dortmund. WTD 6/7/62.

263 Paperboard Mills

Cyprus

Paperboard. S. J. Seraphim (manufacturer's agent, commission merchant), P.O. Box 598, Nicosia. WTD 8/7/62.

264 Converted Paper, Paperboard Products, Except Containers and Boxes

Netherlands

Paper tissues; facial quality. Drukkerij J. M. Don (importing distributor, manufacturer), 42a Willem Beukelszoonstraat, Vlaardingen. WTD 8/15/62.

281 Industrial Inorganic, Organic Chemicals

Netherlands

Solvents, such as butylacetate, ethylacetate, toluene, and xylene, in bulk, on commission basis. W. Biesterfeld & Co. (Nederland) N.V. (traders and agents of chemicals, manufacturers of all sorts of solvents), 20 Eikenlaan, Alphen aan den Rijn.

Phosphates of all sorts for industrial use and consumption purposes. Exclusive distributorship. Gustav Degens, N.V. (importer and processor of spices, importing distributor of chemicals, wholesaler of bakery products), 13 Koningin Wilhelminahaven ZZ, Vlaardingen.

282 Plastics Materials, Synthetic Resins, Rubber, Other Man-made Fibers

Cyprus

PVC sheetings. S. J. Seraphim (manufacturer's agent, commission merchant), P.O. Box 598, Nicosia. WTD 8/7/62.

Netherlands

Sausage casings made of cellulose (fiber casings). Exclusive distributorship. Sample included. ★ Gustav Degens, N.V. (importer and processor of spices, importing distributor of chemicals, wholesaler of bakery products), 13 Koningin Wilhelminahaven ZZ, Vlaardingen.

283 Drugs

Ceylon

Pharmaceutical and biological preparations and feed additives for cattle and poultry, especially poultry. Ravilux Co. (importing distributor, manufacturer's agent), 63 Keyzer St., Colombo 11. WTD 8/6/62.

Malaya

Premix material: Vitamins, minerals, related items. Malayan Arms Co., C-33 Suleiman Court, Kuala Lumpur. WTD 2/27/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Cyprus

Cosmetics. Constantinos M. Olymbios

(importing distributor, manufacturer's agent, commission merchant), 9 Saphous St., Nicosia. WTD 7/6/61.

Cyprus

Insecticides in aerosol containers. Kourtellas & Co. (manufacturer's agent, commission merchant), 22-24 Pericles St., Nicosia. WTD 8/7/62.

Indonesia

Cosmetics, toilet preparations, perfumes, soap, toothpaste, face powder; under SIVA permit. P. T. Perusahaan Dagang Paninтra (importer), 52 Petjenongan, Djakarta. WTD 6/29/60.

287 Agricultural Chemicals

Iran

Chemical fertilizers. Exclusive distributorship. Sherkat Tazamony M. T. Farhand Va A. Geramian (importing distributor), 314 Avenue Takhte-Jamshid, Tehran. WTD 10/9/61.

289 Miscellaneous Chemical Products

Netherlands

Artificial preservatives for foodstuffs. Exclusive distributorship. Gustav Degens, N.V. (importer and processor of spices, importing distributor of chemicals, wholesaler of bakery products), 13 Koningin Wilhelminahaven ZZ, Vlaardingen.

301 Tires, Inner Tubes

Cyprus

Tires and tubes for cycles. S. J. Seraphim (manufacturer's agent, commission merchant), P.O. Box 598, Nicosia. WTD 8/7/62.

307 Miscellaneous Plastics Products

Denmark

Vinyl floorings. Just Moller (manufacturer's agent), 8 Kastanie Alle, Humlebaek. WTD 8/14/62.

Philippines

Construction materials such as plastic sheets, plastic floor tiles. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

314 Footwear

Venezuela

Men's shoes; seeks mutual trade agreement with U.S. shoe manufacturers based on barter deals with men's shoes without financial exchange. William Blatnik, Williams Shoes (manufacturer), Transversal 2, Calle Berrera 8, Urb. Guacaipuro, Caracas. WTD 8/2/62.

325 Structural Clay Products

Philippines

Ceramic wall and floor tile. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

326 Pottery

Pakistan

Low-tension and high-tension insulators. The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg. The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Philippines

Acoustical ceiling materials. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

331 Steel Mill Products

Pakistan

Galvanized stranded iron wire, galvanized steel line wire; cables: (paper insulated, single core or multicore, double steel, taped, armoured cables of 600 v. and 11 kv. for underground use, sizes low tension up to 1 sq. in., high tension up to .5 sq. in.); underground cables for P&T to BPO specifications; (fish plates, bolts & nuts). The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

Flat bottom rails; galvanized steel strand wire for signaling; cold-drawn electrically welded boiler and super heater tubes; steel tubular poles for low-tension and high-tension lines; steel tubes for water-well casing; galvanized iron pipes for water and gas; line pipe for oil industry; steel wire rope for cranes, shipping lifts, and hoists; seamless steel tubular poles to BSS 134 or makers standard. The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

332 Iron, Steel Foundries

Pakistan

Cast iron pipes, spigot, socket, and flanged. The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

335 Rolling, Drawing, Extruding Nonferrous Metals

Pakistan

Hard-drawn copper wires, bronze and cadmium copper wire; copper ingots for electrical purposes; copper wire bar for electrical purposes; hard-drawn bars, copper conductor, single and stranded, sizes up to .25 sq. in.; (powerhouse protection equipment; protection cables). The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg. The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

342 Cutlery, Handtools, General Hardware

Canada

Hardware items; handtools, garden tools, lawn sprinklers, good-quality line and lower-priced line. D. L. Bevans (manufacturer's agent), 59 Barringham Dr., Oakville, Ontario. WTD 8/17/62.

Cyprus

Handtools. S. J. Seraphim (manufacturer's agent, commission merchant), P.O. Box 598, Nicosia. WTD 8/7/62.

Germany

Nonelectrical household gadgets. Bayerische Alpaccawaren Fabrik Kehrer-Braendle KG (manufacturer), 36 Silcherstrasse, Neu-Ulm. WTD 1/23/62.

Indonesia

Building hardware; under SIVA permit. P. T. Bakti (importer), Gang Burung 29/P. Ketjil, Djakarta. WTD 1/30/62.

Philippines

Small handtools. Manhasco Hardware Co. (importing distributor), 461-467 Solana St., W.C. Manila. WTD 7/30/62.

Builders' hardware; including hinges, locks, latches, mortice, and floor checks. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

Hardware tools. Theo. H. Davies & Co., Far East, Ltd. (importing distributor, exporter), Bonifacio Dr., Manila. WTD 3/8/62.

343 Heating Apparatus, Plumbing Fixtures

Indonesia

Bathroom equipment; under SIVA permit. Firma Abadi & Co. (importer), 46 Dialan Raya Krekot Bunder, Djakarta. WTD 6/28/62.

Philippines

Plumbing fixtures. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

Philippines

Cap screws. Manhasco Hardware Co. (importing distributor), 461-467 Solana St. W. C. Manila. WTD 7/30/62.

346 Metal Stampings

Germany

Household, kitchen utensils of stamped metal. Bayerische Alpaccawaren-Fabrik Kehrer-Braendle KG (manufacturer) 36 Silcherstrasse, Neu-Ulm. WTD 1/23/62.

351 Engines, Turbines

Italy

Marine engines; outboard diesel engines. Cantiere Navale di Pesaro (shipbuilding and repair), Pesaro.

Pakistan

Complete powerhouse equipment including water turbines, gas turbines, steam turbines, generators, and boilers. The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

352 Farm Machinery, Equipment

Cyprus

Plows for 65 and 93 hp. tractors, single share. Andreas P. Loizou (importing distributor, manufacturer's agent, commission merchant), P.O. Box 96, Famagusta. WTD 8/7/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Denmark

Excavators, construction machinery, and equipment. Just Moller (manufacturer's agent), 8 Kastanie Alle, Humlebaek. WTD 8/14/62.

354 Metalworking Machinery, Equipment

Philippines

Electric power tools. Manhasco Hard-

ware Co. (importing distributor), 461-467 Solana St., W. C. Manila. WTD 7/30/62.

355 Special Industry Machinery

Philippines

Diamond glass cutters. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

356 General Industry Machinery, Equipment

Canada

High-pressure pumps to 1,500 p.s.i.; deep-well turbine pumps. Exclusive Agencies of Canada, Reg'd. (manufacturer's agent), 427 Montmorency St., Laval des Rapides, Quebec. WTD 8/16/62.

Italy

Packing equipment; hand and pneumatic fastening machines, strap stretchers, and technical items used in packing. Alberto Gamberini (manufacturer, manufacturer's agent), 19/2 Via Oberdan, Bologna.

Pakistan

Deep-well turbine pumps, water and oil lubricated, driven by vertical flange-mounted motors; centrifugal pumps for petrol flameproof and for chemical industry (centrifugal and deep-well pumps to be a.c. electric motor driven, 3 phase, 400/440 v., 50 c.); air compressors mobile pneumatic wheel mounted up to 325 cu. ft. per minute; submersible pumping sets; submersible pumps for pumping petrol. The Imerial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

357 Office, Computing, Accounting Machines

Cyprus

Office equipment and machinery; typewriters. S. J. Seraphim (manufacturer's agent, commission merchant), P.O. Box 598, Nicosia. WTD 8/7/62.

England

Audio visual and educational equipment, business machinery of electro-mechanical optical or audio type. K. G. Corfield (Sales), Ltd. (importing distributor), 1-3 Charlotte St., London, W.1. WTD 7/26/62.

Italy

Office supplies; staplers, dating and numbering stamps, perforating machines, related items. Alberto Gamberini (manufacturer, manufacturer's agent), 19/2 Via Oberdan, Bologna.

358 Service Industry Machines

Denmark

Industrial maintenance machines and equipment; vacuum cleaners, floor-polishing machines, floor-washing machines, related items. Just Moller (manufacturer's agent) 8 Kastanie Alle, Humlebaek. WTD 8/14/62.

Italy

Refrigeration units used in installation of air-conditioning systems. Ditta Giuseppe De Micheli & C. S.p.A. (builder of air-conditioning, heating, ventilating, sanitary-hygienic, and swimming pool systems), 1 Piazza Stazione, Florence. WTD 6/12/62.

Air-conditioning equipment; small units for household use. Sorigen Societa Rappresentanze Industriali Genovese S.p.A. (importer, wholesaler, and exporter), 10 Via Ravasco, Genova. WTD 7/19/62.

Pakistan

Water chlorinating plants; air conditioners ¾- to 10-ton capacity. The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

Air conditioners, window type and central type; air-conditioning equipment, preferably equipment that can utilize natural gas. Obic Ltd. (importing distributor, manufacturer's agent, commission merchant), 31 Zeenat Mansions, McLeod Rd., Karachi. WTD 2/23/62.

Philippines

Domestic air conditioners. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

361 Electric Transmission, Distribution Equipment

Pakistan

Minimum oil and air blast types circuit breakers of capacity 33, 66, and 132 kv.; circuit breakers of 220 and 380 kv., air-blast type; power transformers, 3 phase, 50 c., 400/230 v., 25-1,000 kv.-a for 3.3, 6.6, 11 and 33 kv.; electric meters kw.-hr. single phase, 2 wire, 3 phase, 4 wire, all 50 cy. The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

362 Electrical Industrial Apparatus

Pakistan

Electric motors, 3 phases, 400/440 v., c., a.c., slip-ring type for industrial use; electric motors, 3 phase, 400/440 v., 50 c., a.c., squirrel cage, induction type; flameproof motors, 3 phase, 400/440 v., 50 c.; diesel generating sets 4 stroke (dual fuel), solid injection, water cooled 400/440 v., a.c., 3 phase, 50 c., skid-mounted mobile as well as for stationary installation, preferably speed up to 600 r.p.m.; train-lighting dynamos. The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

363 Household Appliances

Germany

Household appliances; electrical household gadgets. Bayerische Alpaccawaren-Fabrik Kehrer-Braendle KG (manufacturer), 36 Silcherstrasse, Neu-Ulm. WTD 1/23/62.

Philippines

Electrical appliances such as refrigerators, stoves, irons. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

364 Electric Lighting, Wiring Equipment

Pakistan

Incandescent electric filament lamps. The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

Philippines

Electrical fixtures. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

366 Communications Equipment

Pakistan

Packed remote control unit, operated electrically or electronically. The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Pakistan

Battery charging sets, diesel/petrol engine driven for 6- and 12-v. batteries; train-lighting batteries (nickel cadmium). The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

371 Motor Vehicle Parts, Accessories

Canada

Automotive accessories; good-quality line and lower-priced line. D. L. Bevans, (manufacturer's agent), 59 Barringham Dr., Oakville, Ontario. 8/17/62.

Honduras

Automobiles; parts and accessories. Reply in Spanish. Elias Mena & Cia., Almacen El Pequeno Despacho (importer-retailer), Ave. Colon, P.O. Box 356, Tegucigalpa, D.C. WTD 9/27/61.

381 Engineering, Laboratory, Scientific, Research Instruments

Pakistan

Insulation oil-testing equipment, insulation oil-purifying equipment. The Imperial Electric Co. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, P.O. Box 389, Lahore. WTD 5/17/61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

England

Industrial electrical timing and control equipment such as pressure switches, proximity switches, liquid level controls, and solenoid valves. Electrical Remote Control Co., Ltd. (manufacturers and agents), The Fairway, Bush Fair, Harlow, Essex. WTD 7/26/62.

383 Optical Instruments, Lenses

England

Lenses, optical goods, binoculars, microscopes. K. G. Corfield (Sales), Ltd. (importing distributor), 1-3 Charlotte St., London, W.1. WTD 7/26/62.

386 Photographic Equipment, Supplies

Cyprus

Duplicating machines. S. J. Seraphim (manufacturer's agent, commission merchant), P.O. Box 598, Nicosia. WTD 8/7/62.

England

Photographic and cine equipment and accessories. K. G. Corfield (Sales), Ltd. (importing distributor), 1-3 Charlotte St., London, W.1. WTD 7/26/62.

505 Farm Products, Raw Materials

Philippines

Raw cotton. Jalwindor Manufacturers, Inc. (manufacturer, manufacturer's agent), 3160 Sta. Mesa Blvd., Manila. WTD 10/28/58.

509 Miscellaneous Wholesalers

Italy

New and used cotton rags, synthetic and artificial fiber rags, spinning waste for textile industry. Pierino Rota (manufacturer's agent), Via Tripoli 1, Biella (Vercelli). WTD 8/6/62.

Leads for Importers

Commodities are offered direct unless specified.

101 Iron Ore

Republic of Guinea

Iron ore. 10,000 metric tons daily. Can be delivered in two forms—rocky minerals in maximum dimension of 200 mm., and fine (washed) with minimum dimension of 0.2 mm. Compagnie Miniere de Conakry, Conakry (mining, exporting). Sheet listing analysis of iron ore. ★

147 Barite

Mexico

Barite. 2,000 short tons monthly. Specific gravity 4.25. 95% minimum of sulfate. Armando de Leon Castano (mining, exporting), Venustiano Carranza No. 548 Sur, Monterrey, Nuevo Leon. WTD 8/27/62.

238 Raincoats, Other Waterproof Outer Garments

Hong Kong

PVC raincoats. John Tell Trading Co. (exporter), 527 Man Yee Bldg. WTD 11/9/61.

249 Wood Products, Not Elsewhere Classified

Portugal

Corkwood—cork products such as stoppers, fishing rod handles, and tabletops. Jose Alexandre Estrelo, Sucrs. to Avern & Bucknall (Corks), Ltd. (manufacturer, exporter), Rua Gregorio Mascarenhas, Silves, Algarve. WTD 12/19/61.

283 Medicinal Chemicals, Botanical Products

Iran

Licorice root. Maghzy & Son (exporter), Maidan 24 Esfand, Isfahan. WTD 4/9/60.

391 Silverware, Plated Ware

Thailand

Silver bowls, silver jugs, antiques, and curios. Damrongsilp (manufacturer), 52-54 Wualai Rd., Chiengmai. 100% and 90% silver. WTD 4/23/62.

398 Miscellaneous Manufacturing Industries

Hong Kong

Plastic artificial flowers. Scented, in colors; decorative candles; other Hong Kong manufactured goods such as brasswares and rattan wares. Fonson & Co. (exporter), St. George's Bldg., 7 Chater Rd.

Burma

Cassia, cigars, cheroots, teak, other hardwoods, other timbers. Continental Trading House, Ltd., 295/97 Phayre St., Rangoon.

India

Palmyra stalks, palmyra fiber/Bassine (for brush industry). Subramany & Co. (exporter), Post Box No. 16, Tuticorin 1 (South India). WTD 7/12/62.

Argentina extends date on electrical equipment

The deadline for submitting bids for the supply of power cable for installation in Rosario, Province of Santa Fe, Argentina, Tender 26/62, has been extended until 12 noon, Sept. 24 (FOREIGN COMMERCE WEEKLY, Apr. 16, p. 649).

The bid deadline for Tender 31/62, supply of transformer station equipment, has been postponed until 12 noon, Oct. 8.

Creosoted wood poles requested in Greece

The Greek Telecommunications Organization (OTE) has issued an international call for bids (No. 5991) for procurement of 101,500 creosoted wood poles. Bid deadline is Oct. 5.

Four sizes are specified, ranging in lengths from about 21.5 ft, to nearly 30 ft. Delivery of specific sizes and quantities is specified for each of 6 months in 1963, beginning in January.

While European species, standards and treatment are specified, the invitation states: "OTE will take into consideration and examine offers for poles of southern pine, as per latest ASA and AWPA Specifications—in any case with top diameter, as per OTE Specification No. 507/7."

In case of award to a U.S. firm, the procurement will be charged against an AID procurement authorization.

Copies of the call for bids, including OTE specification 507/7 and forms for guarantees, may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington 8, D.C. (Telephone: DEcatur 2-2844).

A loan copy is also available from the Forest Products Division, BDSA, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-3359.)

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Canneries and Frozen Food Producers and Exporters—Colombia
Chemical Importers and Dealers—Pakistan
Coffee, Tea, and Cocoa Exporters—Indonesia
Dry Goods and Clothing Importers and Dealers—Argentina
Hide, Skin, and Fur Importers, Dealers, and Exporters—Uruguay
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Switzerland
Machinery and Equipment except Electrical, Importers and Distributors—United Kingdom
Machinery and Equipment, Farm Importers and Dealers—Egypt
Machine Tool, Die, Other Metalworking Machinery and Industrial Furnace Importers and Dealers—Egypt
Photographic Supply Dealers and Photographers—Morocco
Tanneries—Finland

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Australia

Kenneth Guy Morrison, representing Mytton's Ltd., 113-127 York St., South Melbourne, Victoria, interested in latest manufacturing processes, preferably **stainless durable/consumable drawn/pressed parts;** also technical information, subject to mutual agreement. Will consider licensing arrangement. Sometime in September via San Francisco for about 2 or 3 months; c/o Firestone Steel Products Co., Steel Products Division, Akron 1, Ohio. Itinerary: San Francisco, Los Angeles, Akron, Spartanburg, Chicago, Cleveland, Pittsburgh, New York, Detroit, possibly other cities.

England

Charles Gray, representing Grosvenor House (hotel and residential service apartments), Park Lane, London, W.1., interested in **tourist trade promotion.** Sept. 25 via New York for about 2½ months. Itinerary: New York, Sept. 25-Oct. 1, Biltmore Hotel; Seattle, Oct. 4-7, Olympic Hotel; Vancouver, Oct. 7-11, Bayshore Inn; San Francisco, Oct. 12-17, Mark Hopkins Hotel; Los Angeles, Oct. 18-20, Ambassador Hotel; Las Vegas, Oct. 20-24, Sands Hotel; Los Angeles, Oct. 24-28, Ambassador Hotel; Phoenix, Oct. 29-30, Westward Ho Hotel; Tucson, Oct. 30-31, Pioneer Hotel; El Paso, Oct. 31-Nov. 1, Hilton Hotel; New York, Nov. 2-9, Biltmore Hotel.

Germany

Karl-Juergen Gaertner, representing K. J. Gaertner & Co., Hallerstrasse 22, Hamburg 13, interested in meeting with contractors **building fuel depots** and **filling stations,** as well as with wholesalers of **electrical equipment** and **appliances;** also technical information. Sept. 20 via New York for about 5 weeks; c/o Forest Hills Inn, Forest Hills, Long Island, N.Y. Itinerary: New York.

India

H. L. Bhugra, representing Associated Business Corp. (India), 3 Rangier St., Madras 17, Madras State, interested in meeting U.S. importers of **timber, cashews, spices, mineral ores,** and **cotton handloom fabrics,** for purpose of exporting to the U.S. Latter part of Sept. via New York for 3 months; c/o Indian Consul General, 3 E. 64th St., New York, N.Y. Itinerary: New York, Chicago, possibly other cities.

Netherlands

H. L. Ofman, Director, Geesink N.V., 114 Nieuwstadt, Weesp, manufacturer of **fire brigade trucks, tank trucks, street sweeping trucks, sprinkler trucks, gully emptiers,** and **garbage collecting trucks,** interested in meeting with U.S. firms manufacturing same line; also firms considering sale of know-how and manufacturing processes and/or entering into licensing or joint-venture arrangements for production of other lines in Netherlands. Latter part of September for indefinite visit; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., 61st Fl., Empire State Bldg., New York 1, N.Y. Itinerary: New York, other cities showing interest.

J. G. Bakker, representing Haceha N.V. (Holland Chemie Haarlem), 6 Houtvaart, Haarlem, interested in meeting U.S. firms manufacturing **surface active agents (synthetic detergents), polishes, waxes, synthetic resins,** and **plasticizers;** and U.S. firm considering sale of know-how and/or concluding licensing agreement; also technical information. Sept. 12 via New York for about 3 weeks; c/o U.S. Department of Commerce Field Office, 350 Fifth Avenue, 61st Fl., Empire State Bldg., New York 1, N.Y. Itinerary: New York, other cities showing interest.

South Africa, Rep. of

M. A. Wengrowe and Mrs. L. Wengrowe, 86 Barrack Street, Cape Town, representing M. A. Wengrowe & Co., and The London Milliners, Pty., Ltd., interested in agencies and direct purchase of **art reproductions, frame-moldings, specialized small tools, furnishings fabrics** (carpeting, curtain, upholstery fabrics) **artists' materials, paperboard for mountings;** also technical information on application of materials; machinery and design in manufacturing of millinery. Sept. 15 for 3 months; c/o J. B. Antonville & Co., Inc., 11 W. 42d St., New York 36, N.Y. Itinerary: New York City, Albany, Cleveland, Chicago, St. Paul, Minneapolis, Seattle, San Francisco, Los Angeles, New Orleans, Miami, Jacksonville, and Washington.

Peter Wright, Mrs. E. St. J. Mackintosh, and Miss Ruth M. Neale, representing South African Institute of Race Relations, P.O. Box 97, Johannesburg, interested in exporting African **greeting cards** (designed and printed in Africa) to the U.S. Sept. 5 via New York for about 5 weeks; c/o Barclays Bank (DCO), 120 Broadway, New York 5, N.Y. Itinerary: New York, Philadelphia. Boston, and Washington.

A. Naude, representing Target Trading Co., Pty., Ltd., P.O. Box 11363, 195 Main St., Johannesburg, interested in buying all types of **tools** (artisans' and mechanics' handtools), **builders' hardware** and **engineering supplies** (fastening materials such as screws, bolts, washers). Mid-Sept. via New York for 6 weeks; c/o American Express Co., 65 Broadway, New York, N.Y. Itinerary: New York, Chicago, Little Rock, possibly other cities.

Tanganyika

Dr. Dharam Vir Sood, representing Commercial & Industrial Combine, Ltd., P.O. Box 422, Tanga, interested in importing **raw material for shirtmaking;** also technical information on manufacturing clothing, especially shirts. Sept. 15 via New York for 2 weeks; c/o U.S. Department of Commerce Field Offices in New York, Washington, Chicago, Seattle, and San Francisco.

Diesel alternating sets sought for Iraqi city

Baghdad requests bids for the supply and erection of three 100-kw. diesel alternator sets, switchboard, and associated auxiliary equipment in Makhmour, located between Mosul and Kirkuk, under Tender 76; bids close Oct. 6.

A copy of the specifications may be reviewed in the Power and Electrical Equipment Division, Room 4217, BDSA, Department of Commerce, Washington 25, D.C., or secured for $8.40 from the Director General of Planning and Design, Ministry of Municipalities, Baghdad.

190-room hotel for lease in Dacca, East Pakistan

Situated on an attractive and valuable site, the Hotel Shabagh in Dacca, East Pakistan, is a completely modern, air conditioned, well equipped hotel with more than 190 rooms and a soon-to-be-completed extension scheme. Built in 1954, the hotel added a wing in 1961.

Terms and conditions for lease are available upon request through the Trade Opportunities Staff, Attention: E. Craig Wilton, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

Power station equipment wanted in Australia

Bids are being invited by the Electricity Commission of New South Wales for supply, delivery, and erection of the Munmorah 330-kv. Substation, consisting of 36 current transformer posts, 144 associated current transformers and 36 supporting structures.

Bids should be submitted to the Manager and Secretary, The Electricity Commission of New South Wales, Box 5257, G.P.O. Sydney. N.S.W. Australia by 3 p.m. (Sydney time) on Nov. 12, Specification 1310.

Copies of the tender invitation and specifications are available for review or loan from the Power and Electrical Equipment Division, BDSA, Room 4217, U.S. Department of Commerce, Washington 25, D.C.

South Africa requests industrial machinery

To speed up delivery time, Arex Technical Agencies, P.O. Box 1505, Cape Town, South Africa, is seeking U.S. sources for low-cost turnkey industrial plants for developing countries.

A list of the types of plants sought is available on loan from the Trade Opportunities Staff, BDSA, Room 4016, Department of Commerce, Washington 25, D.C. (telephone: WO 7-4675).

The list includes machinery for manufacturing office staples, paper clips, concrete pipes, sulfuric acid, phenol-resin type molding powder, 6-ply cement bags, spiral drills up to 7/32 in., asbestos cement sheets, and bicycle tire and tubes.

A WTD report dated May 29, 1962, on the Arex Technical Agencies, is available.

New Books and Reports

Profit Potential in the Developing Countries. A research study by Robert Theobald for the American Management Association, New York, 1962. 299 pp. $12.

Mr. Theobald's enterprise has indeed been a profitable one. In a single volume he has managed to compress not only a wealth of information in readable form, but to emphasize opportunity and necessity, factors which U.S. private enterprise cannot afford to ignore. To do so spells shrinking markets and profits and an admission of inability to compete.

The times call for adaptability and a fuller understanding of the fact that we are not fully utilizing capacity—not only the physical ability to produce goods and services but also the abilities to organize and manage business.

Mr. Theobald points this out and underscores an awareness in the Office of International Investment of the Department of Commerce that only a relatively few American companies have so far seriously evaluated the potential in operating abroad.

This book, OII's efforts, and those of a multitude of private and public bodies will, it is hoped, overcome what can be a costly indifference, nourish the vigor of U.S. commercial activities, and enhance the economic well-being of countries throughout the non-Soviet bloc by widening the acceptability of private enterprise as one way to secure 20th-century economic dynamism.

The volume contains 3 divisions: factors in U.S. business expansion overseas, advantages offered by the developing countries, economic development in 75 countries, and 2 parts devoted to tables and graphs which present pertinent data.

It will also serve as a convenient guide to potential American investors abroad by furnishing them information about the assistance they can expect from the Government, sources of foreign information in this country, and a list of excellent collateral reading.

Profit Potential in the Developing Countries it is hoped is but a harbinger of other works in an important field. It is recommended for reading by all who are concerned with private American commercial activities abroad.

M.L.L.

The Eastern American. A monthly trade publication published in Singapore.

A monthly commercial trade publication, the *Eastern American* recently initiated publication in Singapore. Distribution is planned throughout Southeast Asia. The economic news coverage of this journal is devoted principally to items bearing on U.S. Far Eastern trade, descriptions of new American products, and trade trends.

U.S. manufacturers and distributors are invited to submit items on new product lines or advertise in the periodical. A charge of $3 is made for each item published. Advertising rates can be obtained by addressing inquiries to The Editor, Eastern American, Box 21, Thomson Road Post Office, Singapore 20. Items on product lines can be forwarded to the same address.—**R.C.P.**

World Survey of Civil Aviation: South America. Published by the Transportation Equipment Division of the U.S. Department of Commerce's Business and Defense Services Administration. Washington, 1962. 78pp. 30 cents.

This is the seventh in a series of foreign market surveys of civil aircraft and aeronautical products throughout the world.

Air service is important in the 10 South American Republics due to regional specialization in agriculture, forestry, and livestock raising, long distances between population and industrial centers, and the inadequacies of surface transportation.

Commercial aviation is encouraged by Government ownership or subsidization of airlines. Because of the availability of U.S. surplus transport aircraft after World War II, the commercial airlines grew rapidly. To maintain their competitive position with foreign flag carriers, the South American international airlines are purchasing jet aircraft; their displaced piston aircraft are being used on expanded domestic and interregional routes.

General aviation activities have also been increasing, especially air taxi, charter, crop dusting, and cargo operations.

About 6,700 civil aircraft are registered in the South American Republics. More than 5,300 of them are U.S. made. Commercial airlines use more than 850 planes, mostly multi-engined transports. The rest are mostly single-engine utility aircraft.

U.S. exports of aeronautical products to the South American Republics increased from more than $19 million in 1959 to about $46 million in 1961. Shipments of large commercial transports were valued at $4.5 million in 1959 and $21 million in 1961. During this 1959-61 period, utility aircraft, 4 places and more, increased from 150 units valued at $2.9 million to 417 at $8.9 million.

In addition to a limited number of more jet and/or turboprop transport aircraft for the airlines, there is a large potential market in the South American Republics for single and twin-engine utility aircraft. The booklet may be ordered from the Superintendent of Documents, Washington 25, D.C.—**R.E.C.**

World Trade Information Service. U.S. Department of Commerce. Washington, 1962.

The following reports in the WTIS series have been issued recently: **Total Export and Import Trade of the U.S.: January-May, 1962.** 12pp., 20 cents; **Trade of the U.S. with Southern, Southeastern and Eastern Asia: 1959-61.** 4pp., 20 cents; **Trade of the U.S. with Latin America: 1959-61.** 4pp., 20 cents; **Trade of the U.S. with the Sino-Soviet Bloc: 1960-61.** 8pp., 20 cents; **Basic Data on the Economy of Japan,** 24pp., 15 cents; **Economic Developments in the Republic of Guinea,** 10pp., 15 cents; and **Licensing and Exchange Controls for Switzerland and Liechtenstein,** 4pp., 10 cents.

Copies may be ordered from the Superintendent of Documents, Government Printing Office, Washington 25, D.C., or from any Department of Commerce Field Office.

Canada Trade. A monthly newspaper published in Toronto. $6 yearly ($10 outside Canada).

A monthly paper devoted to items of possible interest to businessmen interested in Canadian trade. Its second edition contained 32 pages of trade information and opportunities.

It can be ordered from Canada Trade Periodical Publications, 353 Spadina Ave., Toronto 2B, Ontario, Canada.

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Calendar *for international traders*

September

15-19—42nd Annual Convention and Trade Show, National Tire Dealers and Retreaders Assn., Kiel Auditorium, **St. Louis, Mo.**

15-23—Eastern States Exposition, **West Springfield, Mass.**

17—Meeting and showing of film "The Trade Fair Story," Lincolnwood Men's Club, **Lincolnwood, Ill.**

18—Export Seminar, Bradley University, **Peoria, Ill.** Sponsors: Illinois Committee on Trade Expansion, Central Illinois Industrial Assn.

18—Monthly Dinner-Meeting, Chamber of Commerce Foreign Trade Bureau, Hotel Roosevelt, **Cedar Rapids, Iowa.** Theme: Export Trade Potentials in the Common Market.

18—East Tennessee Export Conference, Andrew Jackson Hotel, **Knoxville, Tenn.** Sponsors: Knoxville Chamber of Commerce; U.S. Small Business Administration; Regional Export Expansion Council; U.S. Department of Commerce.

18—Meeting of Memphis World Trade Club, Hotel Claridge, **Memphis, Tenn.**

19-26—Annual Convention, National Assn. of Insurance Agents, Sheraton Park Hotel, **Washington, D.C.**

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, **Philadelphia, Pa.** Commerce Speaker: Secretary Luther H. Hodges.

21—Executive Export Training Program (First of 10 Sessions), University of Houston, **Houston, Tex.** Sponsors: University of Houston, Distributive Education Branch; Houston World Trade Association; World Trade Center; Port of Houston, Houston Regional Export Expansion Council; U.S. Small Business Administration; Houston Field Office of U.S. Department of Commerce.

21-30—8th Annual Houston International Trade and Travel Fair, Sam Houston Coliseum, **Houston, Tex.**

22-29—State Fair of Oklahoma, **Oklahoma City, Oklahoma.**

25—Export Trade Seminar, (Opening Session of 10 Week Course), Southern Methodist University, **Dallas, Tex.** Sponsors: Southern Methodist University; U.S. Small Business Administration; U.S. Department of Health, Education, and Welfare; U.S. Department of Commerce.

25—World Trade and Marketing Conference, **Albany, New York.** Sponsor: Albany Chamber of Commerce.

25—Second Export Trade Workshop, **Shreveport, La.** Sponsors: Shreveport Chamber of Commerce; U.S. Department of Commerce; U.S. Small Business Administration; Regional Export Expansion Council.

25—Export Trade Seminar (opening session of 10 week course), Temple University, **Philadelphia, Pa.** Sponsors: Foreign Traders Assn. of Philadelphia, Inc.; U.S. Small Business Administration; U.S. Department of Commerce.

25—Foreign Trade Educational Workshop (First of 7 weekly meetings), Travelers Insurance Building, **Boston, Mass.** Sponsors: Office of Distributive Education, Boston Public Schools; Associated Industries of Mass.; International Trade Assn. of New England; Greater Boston Chamber of Commerce; Mass. Dept. of Education; Boston Regional Export Expansion Council; Retail Trade Board; World Trade Center in New England; Smaller Business Assn. of New England; U.S. Small Business Administration; U.S. Department of Commerce.

25—Meeting and showing of film "The Trade Fair Story," Franklin Park Rotary Club, **Franklin Park, Ill.**

25-26—Conference on Trade and Investment in Tropical Africa, The Hotel Commodore, **New York City.** Sponsors: Nigerian-American Chamber of Commerce, African Affairs Society of America and the U.S. Department of Commerce.

26—Monthly Luncheon, Miami-Dade County Chamber of Commerce, DuPont Plaza Hotel, **Miami, Fla.**

27—Foreign Trade Workshop, **Hilo, Hawaii.** Sponsors: Hawaii Island Chamber of Commerce; U.S. Department of Commerce; U.S. Small Business Administration.

27—Dinner Meeting, World Trade Club of St. Louis, Fred Harvey's Restaurant, **St. Louis, Mo.**

27—World Trade Seminar, **Tulsa, Oklahoma.** Sponsor: World Affairs Committee, Tulsa Chamber of Commerce.

October

1—Milwaukee International Trade Institute Meeting (First of 10 weekly meetings), **Milwaukee, Wis.** Sponsors: Milwaukee World Trade Club; Marquette University.

1—World Trade Educational Workshop (First of 8 weekly meetings), YWCA Building, **New Orleans, La.** Sponsors: Louisiana-Mississippi Regional Export Expansion Council; U.S. Department of Commerce; U.S. Small Business Administration; International House; International Trade Mart; Chamber of Commerce of the New Orleans Area.

1-6—Annual Convention, Printing Industry of America, The Queen Elizabeth Hotel, **Montreal, Canada.** Theme: "Changing Markets in a Changing World."

2—Export Seminar, DoAll Company Auditorium, **Des Plaines, Ill.** Sponsors: Illinois Committee on Trade Expansion, Des Plaines Chamber of Commerce.

3—Executive Export Training Program, Pierson Hall, University of Kansas City, **Kansas City, Mo.** Sponsors: The International Trade Club of Kansas City, U.S. Small Business Administration, U.S. Department of Commerce, Regional Export Expansion Councils.

3—Dinner Meeting, American Society of Mechanical Engineers, Mellon Hall, **Pittsburgh, Pa.**

3-5—National Convention of the Propeller Club of the U.S., **Seattle, Washington.**

5—Common Market Seminar, **Fort Worth, Tex.** Sponsors: First National Bank of Fort Worth; Dallas Field Office.

6-21—State Fair of Texas; **Dallas, Tex.**

9—Trade Promotion Conference, **Louisville, Ky.** Sponsor: Cincinnati Field Office of U.S. Department of Commerce.

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